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OLD AND NEW: An oil tanker loads in Saudi Arabia's Jidda harbor, rear, as old-fashioned skiffs await unloading in the foreground. (Story on page 681.)

Foreign Commerce Weekly

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In Northeast Area

U.S. and Brazil Schedule Big Development Project

Brazil and the United States have joined in a $276-million, two-pronged program to make a fast start on some of Northeast Brazil's most critical problems while laying the foundation for the area's long-term development.

The United States' share is $131 million, while Brazil commits the equivalent of $145 million.

The Alliance for Progress agreement was signed in Washington by Secretary of State Dean Rusk and Brazilian Foreign Minister San Tiago Dantas.

President Kennedy released a letter to President Goulart of Brazil expressing deep gratification at the signing. The President wrote:

"We approach this program with the same sense of urgency and in the same determined spirit that your government has demonstrated in its planning for this region. We share with you the conviction that the 20 million people in the Northeast must be afforded an opportunity to participate in the future growth of Brazil, and that we must make a bold attack on the economic and social problems of the region."

The President said that the "complex and deep-rooted" problems of the Northeast will yield only to "hard work, patience and persistence."

The program for immediate action is designed to do such things as putting pure water into cities, towns and villages; electric light into rural communities; sending mobile dispensaries through the area; and building elementary and vocational schools.

For this program, the United States is committing $33 million, of which more than half is in the form of local currency derived from the sale of U.S. surplus food to Brazil.

Brazil is contributing the equivalent of at least $25 million to the short-range program.

The Northeast of Brazil sprawls over more than 600,000 square miles—almost a fifth of Brazil's total land area. It has a population of twenty-three million people—about a third of the nation's total.

Mostly Agricultural

The Northeast is mostly agricultural and its impoverished masses are living and working under a social and economic structure that has remained essentially unchanged during the last hundred years.

Recurring droughts and periodic floods, low income and the steep population growth have long made the Northeast a major problem area for Brazil and—because of its size—for the hemisphere as a whole.

These conditions have in recent years provided a climate for the advocates of change by revolution.

Brazil's alternative to violent change with unpredictable consequences is a program of rapid progress and reform. The Superintendency for the Development of the Northeast (SUDENE), under the leadership of Dr. Celso Furtado, has the responsibility of coordinating this effort.

The Northeast development plan stretches over a five-year period. It has been approved by Brazil's Congress, which also voted the equivalent of approximately $70 million for the first year of operations, 1962.

The long-term aspect of the United States-Brazilian agreement calls for a cooperative effort during the first two years of the SUDENE program.

Of the approximately $220 million cost for the two-year program, the United States is committing—subject to Congressional approval—less than half ($98 million, of which more than a third is Brazilian currency derived from U.S. surplus food sales).

Brazil's commitment totals the equivalent of at least $120 million. The program stresses such measures as irrigation, road improvement, electric power development, primary and vocational education and better methods of farm production and marketing.

At the end of two years, Brazil and the United States will jointly review the program to see how the two countries can most effectively work toward Northeast development goals in the three remaining years.

First Move

The first move that led to the new agreement came during a visit by Dr. Furtado to the United States last July. After discussions with high American officials, Dr. Furtado met with President Kennedy, who pledged U.S. cooperation with Brazil, other western nations and international agencies to help solve the Northeast problem.

Last October, a U.S. study mission headed by former Ambassador Merwin L. Bohan went to Brazil to survey the needs of the Northeast and make recommendations for U.S. help.

The Bohan mission submitted its report on January 31.

Trade Mood In Arabia Is Gracious

By Albert N. Abdo

Near East-South Asia Division
Bureau of International Programs

METALWORKING: This small metalworking shop at Dammam, near Dhahran, is typical of the burgeoning small industry in Saudi Arabia.

The typical Saudi merchant combines traits of business acumen and graciousness. Few visitors leave a businessman's office without the ubiquitous cup of Arab coffee over which business or the weather is discussed.

Some Americans may find the "majlis" style interview disconcerting; that is, an interview in which the Saudi discusses business with you while several others may be comfortably seated in the same room, either waiting their turn or joining in your conversation.

Although American sense of privacy may be wounded, the Arab sense of politeness is served by not keeping friends and callers waiting in an anteroom.

The overwhelming majority of Saudi merchants are generalists who handle all the functions of commerce as agents, importers, and distributors. Wholesaling or retailing as exclusive functions are practically unknown.

Also, since the consuming market is still relatively small, a development of agency product specialization has not occurred. Most Saudi merchants handle many lines.

Although the bulk of merchandising is handled through small owner-operated shops, a trend to somewhat larger and more modern displays is noticeable. The agents for automobiles and consumer durables now have modern showrooms in Jidda, Riyadh and Dammam. A few "department stores" are also found in the principal marketing towns.

The more successful agents are those who, with the help of their principals, maintain adequate spares and servicing facilities. Most Saudi dealers lag in this regard and this is undoubtedly a contributing factor in the Saudi consumer's preference for a cheap product which may be discarded, rather than the more expensive product which will function longer with occasional servicing.

In offering distribution rights to a Saudi firm, it is suggested that American exporters pay particular attention to the firm's distribution network to assure that both marketing areas, east and west, are covered.

Import houses are anxious to obtain sole distributor rights for the entire country. However, because of the ever-increasing trade on the oil coast of the Arabian Gulf, there is a trend for exporters to reserve the right to appoint separate distributors for each coast.

Import-Conscious Country

Saudi Arabia is an import-conscious country, since essentially all fabricated goods and a large portion of staple foodstuffs must be purchased from abroad.

To date, there is little domestic manufacturing and Saudi agricultural production falls short of domestic requirements.

Saudi Arabia consists of two marketing areas, the eastern and western portions of the country.

On the Red Sea Coast is Jidda, the Kingdom's chief commercial center, which serves as the entrepot for an area which includes the cities of Mecca and Medina.

The Eastern Province borders on the Arabian (Persian) Gulf, on which are the twin port cities of Khobar and Dammam. These ports serve the needs of Riyadh, the national capital, over good rail and road connections.

Thanks to the catalytic and affluent effect of the oil economy, the urban consuming class has been augmented by a growing number of merchants, professionals, skilled and semi-skilled workers, and civil servants.

A significant number of Saudi Arabs, many of whom were formerly seminomadic tribesmen, have been employed in the oil industry or its ancillaries.

The attraction of many of the seminomadic people to the population centers on both the east and west coasts is evident.

Bustling Jidda, the Kingdom's chief port on the Red Sea, was a walled city until a few years ago. Today, the wall is down and in its place is a new road.

Dammam and Khobar, today busy ports on the Arabian (Persian) Gulf, were only a generation ago sleepy fishing villages of perhaps one-fifth of their present populations.

Riyadh, the national capital and ancestral home of the ruling House of Saud, 10 years ago was a city of 80,000. Today, a modern and attractive city is rising there with an estimated population of 300,000.

Practically all groups have been affected by their contacts with western personnel, industry, and technology. Acquaintance with western products has stimulated startling changes in the consumption pattern of most Saudis in the space of a few years.

Many products, unknown or unattainable a decade ago, now are in active demand. One may find automobiles, air-conditioners, refrigerators, TV receivers, and other articles of comfort and convenience in variety in the showrooms of Jidda, Riyadh, Dammam and Khobar.

Although it is apparent that, to many

(Continued on page 682)

Mr. Abdo recently returned from a 7-week assignment to Saudi Arabia and other countries of the Near East. A more detailed study of the Saudi Arabia market will be published in the World Trade Information Service series.

AND OIL: This is the Arabian-American Oil Company's staging area at Ras Tanura, near Dhahran.

Saudi Market Is Free of Controls

(Continued from page 681)

consumers in the still small middle class, desire for these articles will remain in the short run unfulfilled because of limited income, the economic development of the Kingdom undoubtedly will transform many desires into demand in the coming years.

In general, the composition of trade is determined by free demand which is permitted satisfaction without import and exchange controls.

Imports include a wide variety of goods, including vehicles and parts, building materials, foodstuffs, textiles, machinery, electrical equipment and pharmaceuticals.

Principal countries supplying this market have been the United States, United Kingdom, Japan, West Germany, Netherlands, Italy, Thailand, India, and Belgium.

Although imports from Bloc countries apparently have increased gradually since September 1958, when the Government lifted a 9-month ban on such trade, they are not as yet a major factor in Saudi Arabia's commercial picture and amount to only 1 or 2% of total imports.

Potentialities for U.S. Exports

Over the years the "Made in USA" label has created in Saudi Arabia a high degree of good will and reliability. Most consumers favor American products for both qualitative and prestige factors.

Thus if you are an American exporter studying the market for the first time, you will find ready-made acceptability and prestige for your product.

It should be emphasized, however, that the limited incomes of many Saudis in the consuming class may bar them from exercising this preference. An example of this is the increasing number of "smaller than U.S. automobiles" seen in the streets of the principal cities.

Since there is little domestic manufacturing, the Kingdom represents a market for a range of goods. For example, among products for which there is a potential demand are power generating equipment, air-conditioning and refrigerating equipment, roadbuilding equipment, equipment for schools and hospitals, non-alcoholic beverages and fruit juices, lubricants, canned and packaged foodstuffs, pumps and drilling equipment, and TV receivers.

The United States has been Saudi Arabia's prime supplier with roughly 25% of the market, but competition from European and Japanese suppliers appears to be rapidly stiffening, especially in the field of inexpensive consumer goods such as glassware, fans and radios.

If American exporters are to share in the expected import growth of Saudi Arabia, the opinions expressed by Saudi merchants indicate that it will be necessary for many Americans to study more closely the characteristics of this market.

Americans, in the concensus of Saudi businessmen, are lagging behind their competitors in at least two important regards; first, in terms of sale; and second, in relations with the agent.

In regards to financing it appears that most U.S. exporters will ship only on letter-of-credit, while our competitors from Europe and Japan are much more flexible in arranging terms.

U.S. firms are urged to review their terms of sales to make sure that sales to worthwhile clients are not being lost due to unnecessarily harsh credit terms.

In regard to relations with agents, it appears from the comments of many Saudi businessmen that few representatives of American exporters ever make personal visits to the Kingdom to meet with agents firsthand.

In the opinion of Saudis, not only do Americans lag in developing personal relations with their agents but they supply little in the way of support, as for example, advertising material.

Notes on the Market

In studying the Saudi market, exporters may find the following notes of help. They are conclusions drawn from personal observations and conversations with Saudi businessmen, bankers, and government officials and are intended to acquaint the American exporter with market characteristics of Saudi Arabia.

- The market is free and open. At present there are no licensing or quota restrictions and foreign exchange is freely obtainable for imports from all countries.

- In general, products are sold on the basis of price, especially consumer goods. In the case of technical goods, more attention is paid to quality, but price is still an important factor. Although there is a luxury market in Saudi Arabia, among the very rich, this market will be overshadowed in the future by a new group of consumers who will demand less elaborate goods.

- U.S. exporters are lagging behind European and Japanese suppliers in extending and arranging terms. Saudi merchants comment that European and Japanese exporters in general offer more lenient and flexible terms than those of U.S. suppliers who generally ship only on letter-of-credit.

- Special attention must be taken to see that freight rates paid are at their lowest level. According to Saudi merchants, the prices of U.S. products are often driven out of competitive range because of transportation charges from the factory to the merchants' shelves or showroom.

- Be ready to deal in small orders. Many sales are apparently lost due to the apathy of U.S. suppliers who, in many instances, decline to reply to inquiries from Saudi merchants. An order which appears small to the American exporter may be quite a substantial one in the Saudi importer's estimation. U.S. companies should be ready to deal in relatively small orders instead of permitting them to go by default to com-

petitors. The sum of small orders can provide a significant boost to overall U.S. export expansion.

- Be ready to modify the product to fit local tastes and specifications. If U.S. exporters are to fully exploit the Saudi market, they must cater to its special needs. Although this policy hold complications for production setups and costs, it is often well worth the effort in terms of greater sales and customer satisfaction.
- Mail catalogs to the Chambers of Commerce. Many Saudis point out that they are interested in goods from the United States but have few magazines or catalogs to consult. Chambers of Commerce are in Jidda, Riyadh, and Dammam. The American Embassy in Jidda and the American Consulate in Dhahran also maintain commercial libraries which are consulted by local businessmen.
- Select an agent carefully. A more effective selling job can be done in Saudi Arabia by appointing as agent a businessman who is a resident of that country. The Saudi Arab abhors intermediaries and prefers to deal direct, not through a regional or general agent.
- In many cases, half the sales effort is made and maintained on the basis of adequate spares and competent servicing. Principals would be wise to ascertain that agents maintain adequate facilities in this regard.
- Visit the area. A trip to the area also serves in giving the traveler a "flavor" of the country and is a most effective purge for misconceptions which he may have formed. For a serious sales effort, a U.S. exporter could make no better investment than to study the market first-hand and select his agent personally.

Mission in Germany

A U.S. TRADE MISSION is in Western Germany until May 19 to stimulate greater German interest in importing American machinery and capital equipment.

The first of its kind to be sent abroad, the highly specialized Mission has been carefully selected for its members' knowledge of U.S. capital goods and industrial techniques.

The six U.S. businessmen members of the Mission are: Arthur F. Draper, Special Assistant to the Director of Marketing, Remington Rand UNIVAC, Division of Sperry Rand Corporation, New York; M. Ray Dilling, President, Tally Register Corporation, Seattle, Wash.; Harold W. Kippers, Sales Manager, Kearney & Trecker, Milwaukee, Wis.; Lawrence M. Weitzel, President, Mechanical Specialties Company, Los Angeles, Calif.; Thomas Glynn, Vice President in charge of manufacturing, John H. Breck, Inc., Springfield, Mass.; and T. Louis Spilman, Editor and Publisher, The News Virginian, Waynesboro, Va.

Extension of Export Controls Asked by Administration

The Administration has asked Congress for an indefinite extension of the Export Control Act of 1949, which in effect bans shipments of strategic materials to Russia and other Communist bloc countries.

The request is contained in a letter from Under Secretary of Commerce Edward Gudeman, which declares that: "Given the state of world affairs, which the President has characterized as one of uncertainty and peril which may well last a lifetime or more, indefinite extension is clearly warranted."

Since its enactment in 1949, the Export Control Act has been extended by the Congress for specific periods—2 or 3 years. The indefinite extension asked by the Administration is the only substantive change asked from existing legislation, which is due to expire June 30.

The Act in effect bans practically all exports to Communist China, North Korea, and North Vietnam, in accordance with U.S. foreign policy. Also prohibited are exports to Cuba other than food and medical supplies.

Change and Growth Characterize Big, Burgeoning Swedish Market

By Gustav E. Larsen
Commercial Attache, U.S. Embassy, Stockholm

"Change" is a word that fits modern Sweden. Industries are building, modernizing, expanding, shopping centers spreading, consumer incomes rising, living habits changing.

Sweden has the highest living standard in Europe and no visitor can miss it wherever he may go.

What kind of market growth lies ahead? A good educated guess is that:

- Sweden's population will grow by 10% in the next decade.
- Consumer incomes will continue to rise steadily.
- Industry will expand, mechanize, and automate plant and equipment.
- Retail services will modernize at an accelerating pace.
- Automobile population will rise sharply.
- Public improvements will go forward.
- Home and apartment construction will increase.

What do these expected trends tell about future markets in Sweden?

A first conclusion is that the Swedish demand both for consumer and industrial goods will continue strong and in an upward direction. A picture of the future growth of Swedish demand for consumer products is given by Professor Gunnar Arpi.

Professor Arpi estimates that private consumption in Sweden from 1958 to 1965 will jump as follows: Food, up 17%; housing, up 18%; clothing up 23%; household articles, up 31%; travel, up 36%; recreation, up 27%; medical care, up 18%; and home services, up 42%.

Over the next few years with more marriages and babies, Swedish economists expect demands to grow for clothing, cars, radios, cameras and luxury goods.

Sweden is expected to have one automobile for every 2½ persons by 1975—the same ratio as in the United States today.

After 1965, expectations are that demand for furniture, household appliances, baby foods, toiletries and infants wear and toys will be up sharply.

These growing future markets for consumer goods mean definite export opportunities for those American exporters who go after these markets seriously.

There are many ways an American firm can sell its products in Sweden.

The particular way to get into the market depends on the type of product to be sold, market to be reached, and similar factors.

One way to sell an American product in Sweden is to establish an American affiliate or subsidiary in Sweden. Some 125 U.S. companies now sell to Sweden in this way. Thirty-two of these operate assembly and/or manufacturing plants in Sweden.

American exporters should keep in mind that Swedish importers want American products if quality and prices are competitive.

American products are highly regarded in Sweden and the general opinion is that American durable goods are extremely well engineered and designed.

Philippines Are Target Of Mission

The intensified export sales efforts by the United States in the Far East will be spearheaded by a second U.S. Trade Mission to the Philippines during October and November 1962. The first Mission to the Islands took place in March-April 1960.

The Mission will consist of five or six business men selected from specialized fields of industrial activity, and its duration will be about five weeks.

The decision was prompted in part by the recent improvements in the business climate of the Philippines, and the removal of exchange controls which resulted in a free market for the peso.

This in turn created a more attractive investment market, and opened channels of import-export trade to freer competitive enterprise.

Private Interviews Slated

The Philippine Trade Mission is expected to schedule visits to a number of important cities including Davao, Cebu, Baguio and Iligan. Its principal activity will center in Manila, the capital, where a Trade Information Center will be established for private interviews with Philippine businessmen.

An attractive feature of the Center will be the establishment of a library of United States trade publications and directories contributed by American publishers. More than a thousand periodicals will be included.

The Mission to the Philippines is one of several planned for the fall of 1962 in furtherance of the Government's efforts to promote the foreign trade interests of U.S. companies and to bring about an expansion of its export trade.

Optimum conditions for an improvement of U.S. trade and commercial relations are currently prevailing in the Philippines, and using the businessman-to-businessman approach of the trade mission, Department officials hope that the maximum possible number of practical business opportunities can be developed, not only in two-way commodity trade but also in joint ventures and investments in new enterprises.

While U.S. manufactured products and brand names enjoy a good reputation among the Philippine businessmen and consumers, competition from other countries for the Philippine market is intense and powerful sales efforts are needed to sustain or increase the market for U.S. goods and services.

Needed: Expertise

The following are the fields of specialization which will be represented in the U.S. Trade Mission to the Philippines. Businessmen with experience in these fields who want to serve on the Mission are asked to write to the Director of the Trade Missions Program, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or to any Department of Commerce Field Office.

INDUSTRIAL EQUIPMENT: Candidate should have broad experience and knowledge of machinery and equipment used in mining, manufacturing and/or agricultural fields, either for large or small scale enterprises. Should be qualified to discuss productivity, costs, and availability of American equipment. Member should have a sales and/or manufacturing background with companies in the machinery or machine tool industry.

RECONDITIONED MACHINERY: Should have sales experience with reconditioned machinery used in the industrial, manufacturing, or agricultural fields. Knowledge of kinds of machinery obtainable on a lease basis, and knowledge of costs and terms of such leasing arrangements desirable. Should be competent to discuss advantages of reconditioned machinery to buyer, e.g., quality of workmanship, performance, and use of cost savings for the purchase of other plant facilities.

TURNKEY OR PACKAGED PLANTS: Executive of a firm specializing in providing full plant facilities, particularly small scale, for the manufacture of consumer or industrial products. Aware of technical problems of production, availability of technical know-how. Able to advise on plant lay-out, structural design and other essentials, e.g., transportation and power. Preferably should also be acquainted with market analysis, sales promotion, area and industrial development, including establishment of industrial parks.

BASIC INDUSTRIAL CHEMICALS: Engineer with sales experience with leading chemical company, preferably in export field. Full knowledge of industrial needs for basic chemicals, including the various types, their properties, costs, advantages, and sources of supply in the U.S. Knowledge of synthetic fibers and plastics desirable. (Potential fields for development of U.S. exports include caustic soda, soda ash, aluminum sulphate, ammonia, metallic compounds, potassium, and compounds, and organic acids.)

CONSUMER GOODS: Department store manager or sales manager of leading catalog house desired with widest possible knowledge of consumer goods handled by such institutions. Potential sales opportunities exist in the Philippines for full range consumer hard and soft goods including household equipment, clothing accessories, sporting goods and small powered hand tools. Member should be able to discuss latest product development, current consumer buying trends, methods of purchase, distribution, retail sales techniques, chain store marketing, including, if possible, latest super market operations.

JOINT-VENTURE-LICENSING: Essential most members know methods and have experience making joint-venture and licensing arrangements. Salesmanship abilities are most desirable.

Exceptional opportunities exist in the machinery and industrial equipment fields, particularly for new manufacturing plants and commercial enterprises.

The Mission to the Philippines will be made up of members with experience in machinery and industrial equipment including turnkey or packaged plant, plus members with consumer goods, chemicals, and joint venture-licensing experience.

Businessmen interested in serving on the Mission are requested to review the member specifications described in detail in the adjoining column and if their backgrounds are apporpriate, to write to the Director of the Trade Missions Program, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or to any Department of Commerce Field Office.

Businessmen To Sell 'BPs' In Philippines

U.S. firms are invited to avail themselves of the services of the Trade Mission to enter into the Philippine market, or to extend their present business operations, through the "Business Proposal" system.

Any American firm which has a product or service which it wishes to sell in the Philippines makes this known to the Trade Missions Division following the procedure outlined below.

The letter received from the firm is summarized and published in the language of the foreign country and distributed by the thousands to the local businessmen.

Distribution is obtained by using the mailing lists of the American Embassy and those of important local trade organizations and chambers of commerce. Radio, TV, newspapers and trade magazines are aso used.

Business proposals, or "BP's," are also discussed at the general meetings and seminars scheduled for the mission. The identity of the U.S. firms which submitted the business proposals is not disclosed in the publicity. It is only after an interested businessman has an interview with a member of a mission that the name of the U.S. firm is given.

This avoids the unwarranted use of U.S. firm names and addresses for solicitation purposes or correspondence from persons unequipped or lacking in experience to perform the business activities essential to the successful conclusion of a business agreement.

The Team Director will advise all U.S. firms who submit business proposals of the results obtained, with the names of those foreign firms who were interested.

To submit a business proposal, answer these nine questions on your company's letterhead:

- Do you now have business connections in the particular country or are you represented there? (If you have an exclusive representative in the country, the Trade Mission cannot locate another agent for you.) If you are represented, by whom?
- Have you had previous business experience with the country?
- What products do you wish to sell or what purchase in this country, and/or what type of business transactions do you wish to make? Please describe products in detail.
- Do you wish to obtain an agent abroad or do you prefer to export directly?
- Do you prefer to import for your own account or to act as an agent?
- Will you consider direct investment or a joint venture, such as providing machinery, know-how, or capital with a qualified firm?
- Are you interested in licensing a qualified company to produce your products abroad? If so, tell in detail about the nature of the agreement you would consider.
- To what extent are you prepared to sell on long-term credit or, if dollar exchange is not available, accept payment in foreign currency?
- What type of company would be qualified to transact your business?

All the information you provide will contribute to the most successful selling approach possible. Don't hesitate to illustrate your proposition by including catalogs and brochures along with indications of the size and scope of your operations.

Send all information (an original and two carbon copies) to Director, Trade Mission to the Philippines, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or any Department of Commerce Field Office.

Business proposals should be submitted as soon as possible to allow for processing, publication and dissemination. The deadline date for receipt of the business proposal and supporting material is September 1.

Lower U.S. Tariff Levels Urged by EEC's Leader

The President of the European Common Market has advised the United States that lowered tariff levels are the best means for this country to ensure the entry of high-quality American goods into the vast consumer market which rising living standards has created in Western Europe.

Dr. Walter Hallstein, President of the Commission of the European Economic Community, told a National Press Club audience that EEC imports from the United States increased 44% since the birth of the Common Market in 1958.

The United States had a trade surplus of $1.8 billion with the six Common Market countries in 1961, he said, in spite of a tariff level that placed an average duty of 5.7% on American goods entering the Common Market.

Dr. Hallstein said that the movement for European economic integration had passed the "point of no return" with the recent agreements aimed at developing a common agricultural policy for the EEC, and is now well into the second stage of its transition from a mere customs union to full economic unity, "with all the political overtones that this implies."

The process of European union is irreversible, he said, and the Common Market's trading partners, including the United States, can now plan for the future with the certainty that there will be no turning back by the Common Market.

Both at the Press Club and in a later speech at Georgetown University, Dr. Hallstein called for an "open partnership" between the United States and the EEC in order to stimulate trade between the two great economic entities of the Free World.

"The philosophical foundation for this partnership already exists in identical moral values, similar political institutions and a common peaceful intent," he said.

Dr. Hallstein said the situation requires a concerted effort of these two markets to build a satisfactory economic base for the political cooperation which both recognize as essential.

Rejects Economic 'Atlantic Community'

However, he rejected the idea of an economic "Atlantic Community," saying that it is neither necessary nor desirable for the United States to join the Common Market or the Common Market to join the United States.

"We do not need to create new forms of organization," he said. "We simply need both partners performing in mutual economic health and common interest."

He pointed to the General Agreement on Tariffs and Trade (GATT) and the Organization for Economic Cooperation and Development as already existing potential instruments for effecting this partnership.

However, he said, the real need was for new "tools," saying that such practices as product-by-product negotiation of tariffs are obsolete.

He referred to President Kennedy's Trade Expansion Program as the "second great American postwar economic initiative," after the Marshall Plan.

Dr. Hallstein suggested that European experience in lowering tariff levels at regular, automatic intervals could well serve as a useful guide to the United States in its search for new tariff "tools."

A Weekly Roundup of Timely News Items Received From More Than 280 Foreign Service Posts

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- ARGENTINA—Automotive production in 1961 totaled 136,190 units, compared with 89,280 in 1960. Total output of passenger cars, principal category of manufacturers, in 1961 was 73,094, against 30,325 in preceding year.

- AUSTRALIA—New South Wales Government has let $3 million contract for large new coal loader in industrial port of Port Kembla, about 60 miles south of Sydney. Port Kembla project is part of $22 million program to improve coal-handling facilities at ports servicing coal-producing areas. Japanese industrialists have stated they will increase purchases of Australian coal if adequate handling facilities are provided. New loader will be able to load largest Japanese collier in 24 hours.

  Engelhard Industries, Pty., Ltd., a wholly owned subsidiary of Engelhard Industries, of Newark, N. J., has opened new plant in Thomastown, near Melbourne. The plant, which cost over $358,400 (A£160,000), employs about 90 people and produces dental supplies, electrical contacts, and other goods involving gold, silver, platinum, and other high value metals.

  In first 8 months of financial year 1961-62, wool exports totaled almost $560,000,000, up 18% over like period last year. Japan, with purchases valued at more than $161 million, was easily the best customer, although European Common Market countries took 30% of total.

  Federal Exporters' Oversea Transport Committee and Australian Tonnage Committee, which represents U.K. and Continental shipping companies, reportedly have reached agreement on ocean freight rates between Australia and Europe for 1962-63 and 1963-64 exports seasons. A possible increase of 5% over present levels is proposed, to become effective in July; rates then to remain unchanged through June 1964.

- BARBADOS—Ban on trade with Portugal, effective since Oct. 1, 1961, has been removed. Presumably Barbados will renew imports largely of potatoes, onions, and tile.

- BELGIUM—February exports reached $342 million (17.1 billion francs), down from the record $372 million (18.6 billion francs) in January. Following relatively low December exports, $318 million (15.9 billion francs), January high suggests some exports to other EEC countries were deferred to benefit from lower January 1 duties.

  New plastics plant, owned 40% by Thomassen & Drijver N.V. and 60% by Shorko Investing S.A., to be located at Bornem, Belgium. Shorko shares held by Royal Dutch-Shell, Chemical Corp. of New York, and National Distillers. Plant will manufacture film and pellicles of polyolefins.

- BERMUDA—Number of visitors in first 2 months 1962 up 46% over previous year, with increases largely in air arrivals from U. S. and Canada.

  Government reports imports in 1961 increased 11.7% over 1960, totaling $61,475,280 (£21,955,457). U.S. portion was 47.7%, continuing slight decline of past decade.

- BOLIVIA—Government has authorized administration of Antofagasta-Bolivia Railroad by a British management group for 2-year period. A U.S. and British loan of over $2 million has been made available for rehabilitation of railroad.

  A program is underway for construction of 16,000 dwellings, according to Bolivian National Commission on Housing. Inter-American Development Bank has agreed in principle to extend loan to government to finance Bolivia's housing plan.

- BRAZIL—Walita Auto-Pecas, S.A., of Sao Paulo, has been licensed by Electric Autolite Co., Toledo, Ohio, to manufacture 4 additional products of Prestolite line of automotive parts—horns, coaxial starting motors, alternators, and Prestolite line of universal regulators. These items are in addition to starting motors, switches, and generators, previously under license.

  The first civil heliport in State of Sao Paulo being constructed on top of a 350-ft. skyscraper in downtown Sao Paulo. Will be used for taxiing passengers to and from Viracopos International Airport, near Campinas, 50 miles away.

  Representatives of Mexican chemical industries visited Sao Paulo to discuss problems of exportation to Brazil of Mexican chemicals and importation of Brazilian menthol, calcium chlorate, and fertilizers. Also, Mexican textile industry representatives visited Sao Paulo to discuss possibility of exchanging technical know-how and sale of cotton and other yarns, and textile machinery.

- DENMARK—Danish Atomic Energy Commission and Greenland's technical organization are considering building Denamrk's first atomic powerplant in Godthaab, Greenland. Commission studying use of atomic energy at Arktisk Minekompagni molybdenum mines in northeast Greenland. Danatom, a company established to review possibilities of industrial utilization of atomic energy, is working on a study project for atomic powerplant in Jutland.

- ETHIOPIA—Gold production rose in 1961 to an estimated 41,500 troy ounces valued at 1.5 million from 40,915 ounces worth $1.4 million in 1960.

- FERNANDO POO—Cocoa bean production for 1961 estimated at 26,000 metric tons. Although most of crop is purchased by Spain, substantial quantities will be available for export to other countries.

- GERMANY, FEDERAL REPUBLIC OF—Increased business incentives have been agreed on by West Berlin municipal authorities and Bonn Government. Incentives include increase of existing 20% income tax preference; partial tax deductibility of loans for industrial investment; increase in accelerated depreciation allowances; and extended turnover tax exemptions. Measures require legislative action before taking effect.

  220 unimproved sites (about 5.4 million sq. yd.) are still available in various districts of West Berlin for setting up new industries, according to recent statement made in Berlin House of Representatives. Federal Republic, owner of some of the land parcels, would be willing to make available land not needed by German Government.

- GHANA—Ghana, with Algeria, Morocco, Guinea, Mali, and the U.A.R., agreed on April 2 to establish an African Common Market; a Development Bank; Payments Union; Aviation Organization; Navigation and Marine Transport Organization; Economic Unity Council; and a Federation of International Air Transport Companies. A permanent body called the African Common Market Council is to be established in Casablanca to supervise implementation of agreement. Further details will be published as soon as available.

- INDIA—Production of multifilament nylon yarn began in India for first time on March 7 in Garware Nylon plant at Pimpri, Maharashtra State.

  Technical mission from Czechoslovakia to explore possibility of Czech collaboration in hydroelectric power, machine tools, ceramics, electrical insulators, and rubber conveyor belt projects in Kerala State.

  State-owned Indian Oil Company (IOC) received first shipment of 10,500 tons

Soviet furnace oil under rupee payment contract for imports of 50,000 tons. IOC has additional contract to import 1.9 million tons Soviet petroleum products.

Government-owned Fertilizer Corporation of India will import 150,000 tons of high quality gypsum from Pakistan.

- INDONESIA—A new development in bloc economic relations with Indonesia is recent offer by U.S.S.R. to supply long- or short-term credit to private enterprise. U.S.S.R. is prepared to supply capital goods such as machinery, textile equipment, and diesel engines.

- ITALY—Import quotas for live hogs and pork for April-June quarter unchanged from preceding quarter: From U.S. and other non-EEC countries, 1090 metric tons; EEC, 1460 tons.

  Trieste port fees reportedly will go up about 12% to cover higher stevedoring costs.

  1962 quotas for import from EEC of salt and cigarette paper have been announced: Salt (tariff No. 25.01), 120,750 metric tons; cigarette paper, cut to size (No. 48.10-b), 534,750,000 sheets or tubes.

- JAPAN—Government last month approved a policy designed to stabilize prices in Japan. In addition to stringent financial measures, the new 11-point program includes a flexible system of importing commodities having a significant bearing on cost of living; measures prohibiting price fixing; promotion of labor mobility among industries, enterprises, and regions; improvement of marketing organization; reduction in shipping charges; and increased productivity in small- and medium-sized enterprises. Efforts to curb rising trend in land prices, house rents, and public utilities also will be made under newly adopted program.

- LIBERIA—First national population census began April 2 to obtain factual information about size, distribution, and composition of Liberia's human resources, which will facilitate efficient planning for social and economic development of nation.

- MEXICO—Further industrial developments in Mexico City include establishment of these firms: Novalux, S.A., affiliated with Lux, S.A. of Monterrey, started manufacturing lighting equipment, using Westinghouse patents and processes in manufacturing its fluorescent products.

  Interamericana de Arrendamientos, S.A., made arrangements with U.S. financing organizations to import machinery and lease it to Mexican plants under a 3-5 year contract, with option to renew for a similar period, buy the machinery, or return it. The initial cost to users of new machinery will be about 15% of its value.

  Cleaver Brooks de Mexico ($80,000) will produce industrial boilers from 20-600 hp. units under license from U.S. firm of same name.

  Fabato, S.A. ($20,000) will make precision replacement parts for pumps, valves, and gears.

  Guilyemi, S.A. ($16,000) will manufacture wall and floor tile from cement and colored glass, under trade names Muravitro and Vitraico.

  Vekel de Mexico, S.A. ($64,000) is manufacturing brass and iron water faucets.

  Equipo Para Ferrocarril, S.A. ($2.6 million) is manufacturing small tractors, plows, and other agricultural implements.

  Hornos Industriales, S.A. ($12,000) is manufacturing industrial ovens and dryers.

- NEPAL—National Trading Company formed by Government of Nepal to distribute commodities received from Soviet Union and communist China under their aid programs. Company also will distribute cement, iron bars, coal, and sugar imported from India. First group of communist Chinese technicians reportedly

in Nepal for survey of road from Kathmandu to Tibetan border to be financed by communist China.

- NETHERLANDS—Johnson's Wax Co. has taken over The Hague firm of Duchi N.V. which for several years has manufactured and sold Johnson products under license. To further integrate Benelux market for Johnson products, Duchi N.V. will manage the Belgian firm, Societe Belga, which has been acquired by Johnson to distribute its products to Belgian customers.

  A trademark deposited in any of the Benelux countries would be valid in all three countries, according to a new Benelux trademark treaty which must be approved by parliaments of individual countries before it becomes effective.

- NIGERIA—World's major cocoa producers have formed a Cocoa Producers Alliance apparently in an effort to stabilize the market price of cocoa. In addition to Nigeria, Ghana, Brazil, Cameroon, and Ivory Coast have joined alliance.

- PAKISTAN—Total exports rose from $363.4 million in 1960 to $400 million in 1961, up 10%, while imports declined 1.8% from $653.5 million to $641.8 million.

  Representatives from French petroleum industry recently visited Pakistan to discuss petroleum exploration and possibility of building an oil refinery at Chittagong in East Pakistan. As a result, a group of Pakistani industrialists has formed a consortium to enter into a joint venture with French if their bid to put up refinery is successful. Others who have shown interest in erecting the refinery have included Japanese, the British and U.S. companies operating in Pakistan, Rumanians, and Belgians.

- PHILIPPINES—Philippine Ambassador to Federal Republic of Germany has successfully negotiated building of a $35 million steel plant in Philippines with West German government and with German industrialist Friedrich Krupp. Bonn Government will put up $28 million of total cost in form of a loan. The plant, called St. Inez project, will be constructed on Luzon.

- SIERRA LEONE—A new national currency to replace present British West African pound planned by Government. No decision made as to whether a decimal system will be utilized to replace current system. New currency will be backed by sterling held by West African Currency Board for Sierra Leone.

- SOUTH AFRICA, REPUBLIC OF—South African Titan Products Co. has opened plant in Natal Province with daily capacity of 30 tons of titanium dioxide pigment.

  South Africa's largest producer of cement, White's S.A. Portland Cement Co., Ltd., together with other cement companies, will establish new company, Durban Cement, Ltd. Cement plant will be located in Durban where there is no major production now. Operation will start in 2 years.

  Estimates for fiscal year ending June 30, 1961, show net national income rose from 4,040 million rands ($5,656,000) in 1960 to 4,271 million rands ($5,979,400) in 1961. This was a 5.7% increase against an 8.7% increase for fiscal 1960.

- UNITED KINGDOM—International Latex Corp. and Revertex, Ltd., of London, have formed joint company, Doverstrand, Ltd., to produce and sell synthetic latex and rubber in U.K. and other parts of Commonwealth. Synthetic latices needed to launch initial sales will be imported from International Latex plant in Dover, Del.

- YUGOSLAVIA—A Zagreb food processing equipment manufacturing enterprise has a $1.3 million contract to supply Cuba with complete cottonseed oil processing factory. Plant will process 200 tons of cottonseed daily.

  Pula shipyard will build five 22,000-deadweight-ton bulk carriers for East Atlantic Shipping, Ltd., reportedly a Greek-owned Liberian shipping company.

  Protocol covering trade with Czechoslovakia for 1962, reportedly signed in Prague, provides for increase in trade over 1961 levels. . . . Protocol signed with Albania for 1962 envisaging total trade valued at up to $2 million. . . . Protocol with Turkey signed providing for a $22 million exchange in 1962, up $5 million from last year.

AID Issues $13 Million in Guaranties For Argentine Petrochemical Complex

The Agency for International Development has issued guaranties exceeding $13 million on private U.S. investment in a $72 million petrochemical complex to be built in San Lorenzo, Santa Fe Province, Argentina.

The ultimate guaranty total probably will include $25 to $35 million more, covering purchases of common and preferred stock.

The guaranties represent the first such support of a major enterprise in Latin America under the Alliance for Progress, AID reports.

To be constructed by Petroquimica Argentina, Sociedad Anonima Industrial, Comercial, Financiera y de Mandatos (PASA), the complex will help satisfy Argentina's needs for synthetic rubber and allied products, now being imported.

In addition to contributions to the Argentine economy in employment and significantly enlarged industrial capacity, PASA is expected to engender a net annual savings in foreign exchange of $29 million.

Products of the complex will include styrene-butadiene rubber, cispolybutadiene rubber, alkylate, carbon black, styrene, benzene, paraffinic polymers, gasoline, and liquefied petroleum gas.

Twelve private U.S. investors have been issued AID investment guaranties against nonconvertibility totaling $13,715,920 for protection of the investments they agreed to make in PASA debentures and common stock. They are Chase International Investment Corp., Lazard Freres & Co., Empresas Electricas Argentina, Keystone Custodian Funds, Inc., Philadelphia International Investment Corp., Morgan Guaranty International Finance Corp., Chemical International Finance, Ltd., The Underwriters Bank, American Life Insurance Co., and three clients of Goldman Sachs & Co.

Similar guaranties are expected to be issued for capital stock purchased by five U.S. or U.S.-controlled companies which will also supply the management for PASA. They are Continental Oil Co. (24% of stock), Cities Service Co. (24%), U.S. Rubber Co. (24%), Fish International Corp. (15%), and Witco Chemical Co., Inc. (13%).

AID guaranty contracts of three general classes, in effect insurance policies sold for a small fee, insure American investors against nonconvertibility, expropriation, and war risk.

Alliance-for-Progress Loans To Colombia, Venezuela Set

Alliance-for-Progress loans to Colombia and Venezuela have been announced by the Agency for International Development.

A 30-million dollar loan to the Government of Colombia has been signed in Bogota.

Teodoro Moscoso, Coordinator of the Alliance, said the 15-year loan will assist Colombia's balance-of-payments position and help maintain a flow of essential imports of capital goods from the United States.

A $10 million loan has been authorized to assist the Agricultural and Livestock Bank of Venezuela—Banco Agricola y Pecuario—to finance a program of supervised agricultural credit in Venezuela.

The U.S. funds will be used to help the bank in making supervised loans to small farmers, including those assisted under Venezuela's agrarian reform program.

Banco Agricola y Pecuario, created in 1928 as an autonomous institute of the Venezuelan Government to provide agricultural credit facilities, is responsibile for administering the new credit program.

The program combines technical assistance with credit facilities to make it possible for low-income farmers to learn new production methods and acquire facilities they need to improve their farms, homes, and production practices.

Spanish Cotton Textile Exports to United States Stopped at U.S. Request

The Interagency Textile Administrative Committee has announced that the Government of Spain, in response to a request from the U.S. Government, has stopped exportation of certain cotton textiles from Spain to the United States as of April 1.

The textile committee, of which Assistant Secretary of Commerce for Domestic Affairs Hickman Price, Jr., is Chairman, is composed of representatives of the Departments of Agriculture, Commerce, Labor, State, and Treasury. It was established under instructions of the President on October 18, 1961, to carry out the "rights and obligations of the United States" under the Short-Term Arrangement provided for in the International Textile Agreement of July 21, 1961.

Cotton textile commodities involved are those included under U.S. Schedule A numbers 3112540, men's and boy's briefs valued at not more than $4 per pound, and 3112550, drawers, shorts, and briefs, except men's and boys', valued at not more than $4 per pound.

The U.S. Government on March 2 requested the Government of Spain to restrain its exports to the United States of these commodities. This action was taken pursuant to the Short-Term Arrange-

(See Textile, page 699)

New Agreement Will Aid Agriculture In Liberia

A Food for Peace agreement has been signed with Liberia to provide the African nation with needed food commodities and funds to expand livestock and poultry production.

The $8.6 million agreement was announced by George McGovern, Director of the Food for Peace program, in cooperation with the U.S. Department of Agriculture and the Agency for International Development.

Commodities will be provided over a 3-year period. Repayment will be made in dollars in 15 equal annual installments, under Title IV of Public Law 480.

The following commodities are included in the agreement:

Wheat flour or bulgur wheat, 308,000 bushels, $552,000; milled rice, 99.2 million pounds, $6,450,000; mixed livestock feed, 19.85 million pounds, $810,000; and ocean transportation, $828,000.

Wood Poles, Fuse Blocks, Meters Sought in Greece

Three new bid invitations, estimated to cost a total of $1.8 million, have been issued by the Greek Government for supply of watt-hour meters, fuse blocks, fuse cartridges, and wood poles.

Bid DED-426/427/428 covers watt-hour meters with an estimated value of $1.5 million. Closing date is May 17.

Bid DED-432/482 covers fuse blocks and fuse cartridges with an estimated value of $190,000. Closing date is May 15.

Quotations on the above bids should be submitted to the Public Power Corp. (PPC), 30 Chalkokondyli St., Athens.

Invitation 5984 calls for supply and delivery of 8,000 treated wood poles with an estimated value of $110,000. Bids are invited until May 8 by the Greek Telecommunications Organization (OTE), 4 Sophocleous St., Athens.

Copies of each bid invitation are available on loan from the Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Prefabricated Houses Sought in Germany

Pesch KG, a leading firm in Cologne, is interested in importing prefabricated houses and possibly a licensing arrangement for their manufacture.

The firm says it has ample real estate for display purposes, and good connections with a well-known insurance company prepared to cooperate in retail financing. Offers should be sent to Josef Pesch, 22 Kaiser Wilhelm Ring, Cologne. Sales literature in German also is desired. Prices should be quoted c.i.f. German or Dutch ports.

German Firm Invites Bids For Electronic Instruments

The firm of Rhode und Schwarz Vertriebs GmbH., Hohestrasse 160-68, Cologne, desires offers for electronic precision measuring instruments and electronic equipment of all varieties.

The products are used in such fields as science and research, industrial engineering, numerical control, radio and television, and communications.

This firm is currently distributor for six major companies in Germany. Offers should be sent to Rhode und Schwarz.

Bids Invited Abroad for Microscopes, Antimony, Phone Equipment, Cables

Several foreign governments, through their authorized procurement agencies, are inviting tenders for items of interest to U.S. suppliers. These opportunities are listed below. With each item, the date given is the closing date on which bids will be accepted.

Bidding instructions, specifications, and other pertinent data are available on loan to firms domiciled in the United States, from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., as indicated by a star (★), or telephone WOrth 7-2381 in Washington.

Ceylon

Microscopes, 150 monocular for students, 10:30 a.m., May 25. Chairman, Tender Board, Ministry of Education and Broadcasting, Sir Earnest de Silva Mawatha, Colombo 3.★

Chloramphenicol oral suspension, 1,500 fl. lb., and **demethylchlortetracycline syrup,** 170 fl. lb., both in 4 fl. oz. bottles; samples required; 10 a.m. June 19.★

Sulfamethoxypridazine U.S.P., 0.5 grams, and **sulfadimethoxine,** 0.5 grams, 4 million tablets each; samples required; 10 a.m. June 19.★

Chairman, Tender Board, Ministry of Health, Colombo. Tender documents are available from the Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington 8, D.C.

Greece

Saccharin, 400 kg. tablets, 1,300 kg. powder; tender B/154, 1 p.m. May 10.★

Narcotics, 284 kg., including pharmaceutical opium, phosphoric codeine, hydrochloric morphine, cocaine, pethidine; tender B/160, 1 p.m. May 15.★

Light bulbs, 155,000 electric incandescent; tender B/166, 1 p.m. May 17.★

Coal, 10,000 MT for Athens Gas Works; tender B/169, 1 p.m. May 15.★

State Procurement Directorate B, 50 Socratous St., Athens.

Signals, emergency identification for submarines, green, 400 at 15,000 candlepower; estimated value $10,700; ref. 50912/62, 1 p.m. May 8. Greek Navy General Staff, Supreme Supply Committee, 2 Paparighopoulou St., Athens.★

Dental supplies, including burrs, wideners, wheels, silver amalgam; estimated value $10,400; samples required; noon May 3. Social Insurance Institute (IKA), 8 Aghiou Constantinou St., Athens.★

Trucks, two 1½-ton gasoline, over 60 PS per DIN; one 5-ton diesel, over 100 PS per DIN; noon May 22. Gas Works of Athens, 100 Piraeus St., Athens.★

Honduras

Electrical materials in connection with rehabilitation, expansion of electric system, including 3,000 ft. 3-conductor, 5-kv. insulation class, 4/OAWG copper conductors neopreme jacketed, power cable, and 90,000 ft. polyethylene-covered copper cable. Tender 19, 4 p.m. May 2. Documents available for $10 (20 lempiras) a set from Empresa Nacional de Energia Eléctrica (National Electric Co.), Tegucigalpa.★

India

Flexible **cables,** 3,000 ft. for Indian Bureau of Mines, Nagpur; tender SE-456, May 9.

Core-drilling equipment, accessories for Indian Bureau of Mines, Nagpur; tender SE-492, May 22.

One set **basic dredging machinery,** including dredging pump, cutter head, diesel engine, driven generator, for Chief Engineer, Andhra Pradesh, Hydrabad; tender SE-491, May 15.

Airport runway lighting fittings, accessories required by Superintendent Engineer, Central Public Works Dept., New Delhi; tender SE-490/M, 11 a.m. May 10.

Tender documents for above material

(See Bids, page 710)

Short Bid Deadlines

Notice of opportunities to bid are published as soon as possible after they are received; the deadlines, however, frequently are short. U.S. firms desiring to compete on short deadline bids may wish to cable the contracting office and request an extension.

Some importers abroad will accept cable bids, if cable states price and that a formal bid has been air mailed. Sending tenders by air rather than regular mail may ensure being on time.

Information on bids, even though the bidding periods are short, has proved useful to many U.S. firms interested in subcontracts or in planning future sales development.

Export, Agency, Import Opportunities Reported by Burma Trade Mission

The following export, agency, and import opportunities represent leads developed by the recent U.S. Trade Mission to Burma.

Those followed by star (★) have already been published in FOREIGN COMMERCE WEEKLY; financial information is available on these firms.

A preliminary list of opportunities was published in FOREIGN COMMERCE WEEKLY, April 2, p. 546.

No financial information is available on firms listed without a star.

While every effort has been made to include only firms or individuals of good repute, the U.S. Department of Commerce cannot assume responsibility for any arrangements undertaken with the parties listed.

Export Opportunities

190 Ordnance, Accessories

Military, police equipment. U Ba Thein & Co., Ltd., 235 Mogal St., Rangoon.

200 Food, Related Products

Tinned provisions. Than Nwe & Co., 182/183 East Wing, Bogyoke Market, Rangoon. WTD 2/8/62.★

Oil. Daranichan & Co., 47 Shwebontha St., Rangoon.

Vegetable seeds. Burma Union Medicine Co., 238 Edward St., Rangoon.

220 Textile Mill Products

Textiles. Than Nwe & Co., 182/183 East Wing, Bogyoke Market, Rangoon. WTD 2/8/62.★

Nylon filament yarn. Y. A. Ganny Sons, 24 Edward St., Rangoon. WTD 2/8/62.★

Synthetic textiles, mixtures. Shwe Myitta Stores, 11, 12 Taiktan, Mandalay.

240 Lumber, Wood Products, Except Furniture

Round or finished lumber—teak, yinma, and 8 other types of hardwood. United Industries & Trading, 130 42d St., Rangoon. WTD 12/14/61.★

260 Paper, Allied Products

Old newspapers. Burma Union Medicine Co., 238 Edward St., Rangoon.

262 Paper Mills, Except Building Paper Mills

Newsprint. Daranichan & Co., 47 Shwebontha St., Rangoon.

Newsprint. Nandaw Trading House, 162 32d St., Rangoon. WTD 2/8/62.★

280 Chemicals, Allied Products

Rosin, pigments of all types for paints. Maung Sein Stores, 31 Maung Khine St., Rangoon. WTD 2/8/62.★

Adhesive to make slates. Kyan Hyup Seng, 118B Lower Main Rd., Moulmein.

Bulk chemicals, sodium sulfate, sodium alginate, urea for textile finishing, caustic soda flakes and lumps, glacial acetic acid, bleaching powders, soda hydrosulfite, dyes, pigments for rubber, wet acid dyes for cotton printing, dyes for nylon fabrics. Automobile Trade Agencies, 112 Brooking St., Rangoon.

Pigment for paint and rubber. Kyan Hyup Seng, 118B Lower Main Rd., Moulmein.

282 Plastic Materials, Synthetic Resins, Other Manmade Fibers

Nylon 6.6 type filament yarn, plain and dyed, 130,000 lb. per year; 15 to 30 denier Monofil and 30 to 210 denier Multifil with up to 450 turns twist. Automobile Trade Agencies, 112 Brooking St., Rangoon.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Toilet goods. Than Nwe & Co., 182/183 East Wing, Bogyoke Market, Rangoon. WTD 2/8/62.★

289 Miscellaneous Chemical Products

Ink. U Ba Thein & Co., Ltd., 235 Mogal St., Rangoon.

290 Petroleum Refining, Related Industries

Petroleum jelly. United Chemical Works, 486 Maha Bandoola St., Rangoon.

301 Tires, Inner Tubes

Tires. U Ba Thein & Co., Ltd., 235 Mogal St., Rangoon.

320 Stone, Clay, Glass Products

General home and building materials. Kyi Sein & Co., 198 39th St., Rangoon.

340 Fabricated Metal Products

Steel flats and angle sheets. Daranichan & Co., 47 Shwebontha St., Rangoon.

Hot dipped coke tinplate, electrolytic tinplate. B.T.M.A. & Agencies, Ltd., 277 Phayre St., Rangoon. WTD 2/8/62.★

350 Machinery, Except Electrical

Grinding equipment. Kyan Hyup Sent, 118B Lower Main Rd., Moulmein.

Machinery, parts. U Ba Thein & Co., Ltd., 235 Mogal St., Rangoon.

352 Farm Machinery, Equipment

Farm tractors, 15 Agricultural & Industrial Development Council, Akyab-c/o Hanthawaddy Trading Co., 148 31st St., Rangoon. WTD 2/8/62.★

354 Metalworking Machinery, Equipment

Machinery to manufacture motor parts. Burma Auto & Diesel Corp., 283 Phayre St., Rangoon.

Machinery, parts. Kyi Sein & Co., 198 39th St., Rangoon.

Machinery for small foundry and metalworking shop. Bo Aung Min & Co., 83 Phayre St., Rangoon.

Equipment for making tanks of different sizes. U Mya Than & Sons, 253 Bogyoke St., Rangoon. WTD 2/8/62.★

355 Special Industry Machinery

Bamboo pulp and paper mill for manufacture of boxboard and cardboard, also sawmill. Agricultural & Industrial Development Council, Akyab—c/o Hanthawaddy Trading Co., 148 31st St., Rangoon. WTD 2/8/62.★

Woodworking and timber-extracting equipment. Burma Teak & Plywood Trading Co., Ltd. (B.E.D.C. subsidiary), 49 32d St., Rangoon. WTD 2/8/62.★

Machinery for production of cement pipe. At present manufactures pressure pipe from 4-54 in. in lengths from 6-10 ft. Bombay Burma Trading Corp. Ltd., 104 Strand Rd., Rangoon.

Machinery for manufacture of glassware, aluminum rolling mill machinery. Wants terms on both items. Ko Maung Gyi & Sons, 244/246 Mogul St., Rangoon. WTD 2/8/62.★

Textile mill. Htoon Yin & Co., 172 B 34th St., P.O. Box 658, Rangoon. WTD 2/28/62.★

Glass-forming machinery with technical assistance. Cassim Esoof Lulat, 468 Maha Bandoola St., Rangoon. WTD 2/8/62.★

Printing machinery. U Ba Thein & Co., Ltd., 235 Mogal St., Rangoon.

Can-manufacturing machinery with capacity for 50,000 2 oz., 4 oz., 8 oz. cans. United Chemical Works, 486 Maha Bandoola St., Rangoon.

Machinery for manufacture of toilet tissue, napkins, in small plant using cotton waste, wastepaper, and old cloth. Min Naing Brothers, 681 Maha Bandoola St., Rangoon. WTD 2/8/62.★

Processing plant for potato chips, spirits. Sao Maung, Old Administrator, S.S.S., Aung Ban, S.S.S.

Mozambique Invites Highway Project Bids

Bids have been invited by the Government of Mozambique for construction of three highway projects estimated to cost about $3.8 million.

The first project calls for constructing and asphalting the 161-mile highway section between the Save River and the town of Inchope.

A provisional deposit of $76,438 is required. Bid deadline is July 3.

The second project covers construction of a proposed highway section between the Punge River and the town of Vila Gouveia (distance not indicated).

A provisional deposit of $14,855 is required. Bid deadline is May 3.

The third project covers construction of four bridges on the highway section between the Punge River and Vila Gouveia.

A provisional deposit of $4,515 is required. Bid deadline is May 2.

Bids should reach the Mozambique Department of Public Works and Transport Services, Lourenco Marques, prior to bid deadlines indicated.

Bidding conditions, bid specifications, and drawings may be consulted at the Administrative Office of the Department of Public Works in Lourenco Marques.

Preference will be given to firms willing to accept deferred payments (4 to 5 years).

Additional information is available from the Bureau's Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Soybean processing plant. U Thein Maung, Pwe Hla, via Aung Ban, S.S.S.

Information, prices on small cane sugar mill. Maung Nay Aung, Pwe Hla, S.S.S.

Flat knitting looms and spare parts for knitting nylon and other synthetic fibers for use in blouses, lingerie, other wearing apparel. Myo Chit Hosiery Works, 79 Tadaglay Station Rd., Kaba Aye P.O., Rangoon. WTD 2/8/62.★

Turnkey cement plant. U Ba Zan & Co., 121 Lower Main Rd., Moulmein.

Machinery to make writing paper from woodpulp. Supplier to furnish technicians. U Ba Zan & Co., 121 Lower Main Rd., Moulmein.

Flour mill equipment. U Kyaw Khin Trading Co. Ltd. Overseas Chinese Bank Bldg., 1/7 Latha St., Rangoon. WTD 2/8/62.★

Furniture-making equipment. U Hajee Ahmed & Co., Ltd., 116/118 Brooking St., Rangoon. WTD 2/8/62.★

Portable canning machine to be moved with harvest. Burma Auto & Diesel Corp., 283 Phayre St., Rangoon.

Machinery to convert paper into school notebooks. Nandaw Trading House, 162 32d St., Rangoon. WTD 2/8/62.★

356 General Industrial Machinery, Equipment

Machinery for manufacture of hard "strawboard" from rice straw. Aye Chan Tha Co., Ltd., 81 31st St., Rangoon. WTD 2/8/62.★

Equipment, machinery for window glass plant. Daw Aye Hlaing & Sons, 131 (3) Edward St., Rangoon.

362 Electrical Industrial Apparatus

Motors, parts, and machinery; marine and aviation motor spare parts. Way Way Hlaing Ltd., 170 35th St., Rangoon.

Motor parts, accessories. Kyi Sein & Co., 198 39th St., Rangoon.

371 Motor Vehicles, Equipment

Sedans, 3; 20-passenger diesel coach, 1. Kabameik (Trade & Travels) Ltd., 510 Merchant St., Rangoon. WTD 2/8/62.★

Spare parts for automobile motors. Burma Auto & Diesel Corp., 283 Phayre St., Rangoon.

373 Ship, Boatbuilding

Cargo vessel, about 500 tons. Agricultural & Industrial Development Council, Akyab—c/o Hanthawaddy Trading Co., 148 31st St., Rangoon. WTD 2/8/62.★

386 Photographic Equipment, Supplies

Photographic equipment. Shwe Myitta Stores, 11, 12 Taiktan, Mandalay.

U.S. motion pictures. Nandaw Trading House, 162 32d St., Rangoon. WTD 2/8/62.★

U.S. films. Khin Htin Yee Co., 27 27th St., Rangoon. WTD 2/8/62.★

394 Sporting Goods

Athletic, sponge rubber, vinyl balls; rubber novelties. Shwe Myitta Stores, 11, 12 Taiktan, Mandalay.

Tennis, golf equipment. U Kyaw Shein & Co., 516/518 Dahousie St., Rangoon.

395 Pens, Pencils, and Other Office and Artists' Materials

Ballpoint pen parts. Soe Aung & Co., 41 Shwe Bontha St., Rangoon.

509 Miscellaneous Wholesalers

Waste newspaper. Soe Aung & Co., 41 Shwe Bontha St., Rangoon.

539 Miscellaneous General Merchandise Stores

Full range of clocks. Shwe Myitta Stores, 11, 12 Taiktan, Mandalay.

New Highway Bids Invited by Argentina

The Argentine National Highway Bureau (Dirección Nacional de Vialidad) is inviting bids for construction and paving of approximately 19.55 miles (31.47 km.) of National Highway 151 (Cipolletti-Dique Contraalmirante Cordero segment) in Rio Negro Province.

The project has a budget of approximately $1,259,000 (104,512,330 pesos) and reportedly will be partially financed by the International Bank for Reconstruction and Development.

Interested companies first must register with Registro Nacional de Constructores de Obras Públicas, Avenida 9 Julio 1925, cuarto piso, Buenos Aires.

Bids must be submitted by 3 p.m. May 15 to Dirección Nacional de Vialidad, Sala de Licitaciones, Avenida Maipu 3, Buenos Aires. Tender documents may be purchased from the foregoing authority for $9.64 (800 pesos).

Agency Opportunities

200 Food, Related Products

Canned condensed milk. Than Trading & Co., "Thaukkyar Building" 47/49, 23d St., Rangoon.

Foodstuffs, tinned provisions. M. E. Bhaiyat & Sons (Burma) Ltd., 248 Edward St., Rangoon. WTD 2/8/62.★

220 Textile Mill Products

Textiles. U Maung & Son Ltd., 189 Maung Taulay St., Rangoon.

Textiles. Demap Co., 247 37th St., Rangoon.

Nylon yarns, polyester yarns and fibers, textiles. Himalayan Trading Co., 126 24th St., Rangoon.

Textiles. Taing Nyunt Tha Ya Co., Ltd., 210 Lewis St., Rangoon.

260 Paper, Allied Products

Paper. M. E. Bhaiyat & Sons (Burma) Ltd., 248 Edward St., Rangoon. WTD 2/8/62.★

264 Converted Paper, Paperboard Products

Stationery. Himalayan Trading Co., 126 24th St., Rangoon.

Stationery, related products. Glove Stationery Mart (Knit San General Agencies), 53 25th St., Rangoon. WTD 2/8/62.★

280 Chemicals, Allied Products

Chemicals. Himalayan Trading Co., 126 24th St., Rangoon.

Heavy chemicals, insecticides, pharmaceuticals, fertilizers. C. Motiram & Son, 136 27th St., Rangoon. WTD 2/8/62.★

281 Industrial, Organic Chemicals

Pharmaceutical chemicals. Burma Union Medicine Co., 238 Edward St., Rangoon.

Dyes. Himalayan Trading Co., 126 24th St., Rangoon.

283 Drugs

Patent medicines. M. E. Bhaiyat & Sons (Burma) Ltd., 248 Edward St., Rangoon. WTD 2/8/62.★

Pharmaceutical products. Shwe Beik Hman Store, 228-30 Shwe Bontha St., Rangoon.

Pharmaceutical products. Lettwai & Co., 153 39th St., Rangoon.

284 Toilet Preparations

Cosmetics. U Maung Maung & Son Ltd., 189 Maung Taulay St., Rangoon.

306 Fabricated Rubber Products

Transmission belting. U Kyaw Khin Trading Co., Ltd., Overseas Chinese Bank Bldg., 1/7 Latha St., Rangoon. WTD 2/8/62.★

320 Stone, Clay, Glass Products

Hardware. U Maung Maung & Son Ltd., 189 Maung Taulay St., Rangoon.

330 Primary Metal Industries

Sheet tin. Min Naing Brothers, 681 Maha Bandoola St., Rangoon. WTD 2/8/62.★

331 Steel Mill Products

Iron, steel products. Demap Co., 247 37th St., Rangoon.

333 Primary Smelting, Refining of Nonferrous Metals

Aluminum ingots, sheets. U Kyaw Shein & Co., 516/518 Dahousie St., Rangoon.

340 Fabricated Metal Products

Electrolytic tinplate, coke tinplate, and galvanized iron wire. Shwe Ngwe Trading Co., 295 Fraser St., Rangoon. WTD 2/8/62.★

Iron, steel shapes. M. E. Mojy, 39 25th St., Rangoon. WTD 2/8/62.★

342 Cutlery, Hand Tools, General Hardware

Builders' hardware. Demap Co., 247 37th St., Rangoon.

350 Machinery, Except Electrical

Sawmill equipment, machinery. United Industries & Trading, 130 42d St., Rangoon. WTD 12/14/61.★

Machinery. Himalayan Trading Co., 126 24th St., Rangoon.

Office machinery. M. E. Bhaiyat & Sons (Burma) Ltd., 248 Edward St., Rangoon. WTD 2/8/62.★

Machinery, electrical goods. Taing Nyunt Tha Ya Co., Ltd., 210 Lewis St., Rangoon.

351 Engines, Turbines

Diesel engine parts. Demap Co., 247 37th St., Rangoon.

Diesel engines. Zaw Yee & Co., Ltd., 95 Maung Taulay St., Rangoon. WTD 2/8/62.★

353 Construction, Mining, Materials, Handling, Equipment

Tractor parts. Demap Co., 247 37th St., Rangoon.

355 Special Industry Machinery

Novelty jewelry manufacturing equipment. Daw Khin Khin & Co., 88 38th St., Rangoon. WTD 2/8/62.★

356 General Industrial Machinery, Equipment

Pumps, compressors. U Kyaw Khin Trading Co., Ltd., Overseas Chinese Bank Bldg., 1/7 Latha St., Rangoon. WTD 2/8/62.★

357 Office, Computing, Accounting Machines

Calculators, typewriters. U Kyaw Khin Trading Co., Ltd., Overseas Chinese Bank

(Continued on page 699)

Under AID Loan Program

Indian Importers Granted Licenses For Copper, Zinc, Other Materials

Indian importers have been granted import licenses totaling some $220 million under the loan program of the Agency for International Development.

The commodities for which licenses have been granted, the licensees, and the dollar value of the licenses are as follows:

ELECTRIC HORN PARTS—Sharco Industries (P), Ltd., Kashmere Gate, Delhi 6 ($21,000).

FINISHED COMPONENTS—Gabriel India, Ltd., S-304 Agra Rd., Mulund, Bombay 80 ($42,000).

ROLLER AND TAPER ROLLER BEARING—Kalinga Tubes, Ltd., 33 Chittaranjan Ave., Calcutta 12 ($10,500).

WOODPULP—Century Rayon, Industry House, 159 Churchgate Reclamation, Bombay ($516,600); The National Rayon Corp., Ltd., Ewart House, Bruce St., Fort, Bombay ($546,000).

HIGH TENACITY WOODPULP—The National Rayon Corp., Ltd. ($157,500).

CELLULOSE (rayon grade woodpulp)—South India Viscose, Ltd., P.O. Box 69, Race Course, Coimbatore ($357,000); J. K. Rayons, Kamla Tower, Kanpur ($184,800); The Travancore Rayons, Ltd., P.O. Rayonpuram, Kerala State ($390,600);

Kesoram Industries & Cotton Mills, Ltd., 8 India Exchange Pl., Calcutta ($231,000);

Gwalior Rayon Silk Mfg. (Wvg.) C., Ltd., P.O. Birlagram, Nagda, M.P. ($1,438,500).

C. A. BUTYRATE POWDER—Dominion Plastic Industries, Chowpatty Chambers, Sandhurst Bridge, Bombay 7 ($36,750); Dhiraj Pen Mfg. Co. (P), Ltd., Andheri, Bombay 58 ($34,020).

RAYON TIRE CORD FABRIC—Firestone Tyre & Rubber Co. of India (P), Ltd., Hay Bunder Rd., Bombay ($1,386,840); Goodyear India, Ltd., 209 Acharya Jagadish Bose Rd., Calcutta ($166,950); Ceat Tyres of India, Ltd., 198 Jamshedji Tata Rd., Bombay ($490,560).

RAYON YARN FOR TIRE CORD FABRIC—Dunlop Rubber Co. (I), Ltd., 9, 10/3 Asaf Ali Rd., New Delhi ($627,900; $411,600).

NYLON TIRE CORD FABRIC—Firestone Tyre & Rubber Co. of India (P), Ltd., Hay Bunder Rd., Bombay ($220,500); Dunlop Rubber Co. (I), Ltd., 9, 10/3 Asaf Ali Rd., New Delhi ($85,680; $73,500).

STYRENE, SYNTHETIC RUBBER (general purpose)—Dunlop Rubber Co. (I), Ltd., 9, 10/3 Asaf Ali Rd., New Delhi ($360,780); Polychem, Ltd., 45/47 Apollo St., Bombay 1 ($840,000).

CARBON BLACK—Goodyear India, Ltd., 209 Acharya Jagadish Bose Rd., Calcutta ($32,340); Dunlop Rubber Co. (I), Ltd., 9, 10/3 Asaf Ali Rd., New Delhi ($135,499; $752,850).

C.A.B. MOLDING POWDER—Plastic Moulders (Pvt.), Ltd., 38 Strand Rd., Calcutta ($5,670); Plastic Extruders P, Ltd., 204 Dr. Dadabhoy Naoroji Rd., Bombay ($11,970); Podar Plastics (Pvt.), Ltd., Podar Chambers, Fort, Bombay 1 ($5,460);

Prest-O-Lite, 104 Ghod Bunder Rd., Santa Cruz, Bombay ($13,860); Gujarat Industries (Pvt.), Ltd., Lalji Mansing Bldg., 6 Lohar Chawk, Bombay 2 ($16,800).

SULFUR—The Baroda Rayon Corp., Ltd., Great Western Bldg., 130-32 Apollo St., Fort, Bombay 1 ($8,400); Dharamsi Morarji Chemical Co., 317-21 Dadabhoy Naoroji Rd., Bombay ($292,794).

> Any inquiries should be addressed to C. J. Goinga, International Activities Staff (BDSA), U.S. Department of Commerce, Washington 25, D.C.

CRUDE BRIGHT YELLOW SULFUR—Century Rayon, The Century Spinning & Mfg. Co., Ltd., Industry House, 159 Churchgate Reclamation, Bombay ($42,000).

INSOLUBLE SULFUR—Firestone Tyre & Rubber Co. of India (P), Ltd., Hay Bunder Rd., Bombay ($5,250); Dunlop Rubber Co. (I), Ltd., 9, 10/3 Asaf Ali Rd., New Delhi ($17,688; $2,415).

SULFUR PIGMENTS—Goodyear India, Ltd., 209 Acharya Jagadish Bose Rd., Calcutta ($5,415).

PHENOL—Indian Plastics, Ltd., Kandivli, Bombay ($63,000).

SLAB ZINC—Pigments & Chemical Industries (Pvt.), Ltd., 32 Armenian St., Calcutta ($185,010); Waldies Zinc Pigments, Ltd., A/1 Gillanders House, Netaji Subhas Rd., Calcutta ($355,320); Pigments & Chemical Products, 10 Armenian St., Calcutta ($76,440);

Associated Pigments, Ltd., 14 Netaji Subhas Rd., Calcutta ($52,290); Kamani Metallic Oxides (Pvt.), Ltd., Agra Rd., Kurla, Bombay ($202,650); The Murarka Paint & Varnish Works Pvt., Ltd., 4-E Dalhousie Square, Calcutta ($181,650).

ALUMINA—Hindustan Aluminum Corp., Ltd., Dist. Mirzapur, U.P. ($1,776,390); Aluminum Corp. of India, Ltd., Calcutta ($525,000).

ALUMINUM INGOTS—The Indian Cable Co., Ltd., 9 Hare St., Calcutta ($44,100); The Indian Aluminum Cable, Ltd., 12 Jor Bagh, New Delhi ($264,600; $249,900);

Anam Electrical Mfg. Co., Ltd., Kadiyam East, Godavari Dist. ($264,600); The Aluminum Industries, Ltd., No. 1 Ceramic Factory Rd., Kundra, Kerala State ($393,960); Aluminum Cable & Conductors (Pvt.), Ltd., 47 Hide Rd., Extension, Calcutta 27 ($152,880);

Aluminum Industries, Ltd., Hirakud Works, Hirakud P.O., Sambalpur, Orissa State ($164,640); The Hindustan Electric Co., Ltd., Thackeray House, Graham Rd., Ballard Estate, Bombay 1 ($470,400); Power Cables (Pvt.), Ltd., P.O. Box 4, Kalyan ($470,400).

COPPER INGOTS—Hindustan Wire Products, Ltd., Factory Area, Patiala ($72,765).

COPPER UNWROUGHT—Eve Fabrics (P), Ltd., Indu House, Dougall Rd., Ballard Estate, Bombay ($16,659); Hira Lal Jetha Lal & Co., 5, 2d Bhoiwada, Bombay ($45,472); Metal Distributors (P), Ltd., 12/18 Vithalbhai Patel Rd., Bombay 4 ($418,671);

Parsotam Das Narsingdas, 43 Strand Rd., Calcutta ($8,489); Bithal Das Binani, 43 Strand Rd., Calcutta ($28,614); Ganpat Rao Sita Ram Borlikar, 37, 2d Bhoiwada, Bombay ($45,177);

The Binani Commercial Co. (P), Ltd., 28/30 Anantwadi, Bombay 2 ($450,211); Chiman Lal Vadi Lal & Co., 80 Abdul Rehman St., Bombay 3 ($26,435); Francis Klein & Co. (Bombay), Pvt., Ltd., Shale Bldg., Bank St., Bombay 1 ($32,523);

Kajari Sons (P), Ltd., 32 Armenian St., Calcutta 1 ($105,458); Metal Distributors (P), Ltd., 12/18 Vithalbhai Patel Rd., Bombay ($564,282); Jariwala Ishverlal Jekisan Das & Co., 174 Kika St., Gulalwadi, Bombay ($105,982);

Hanuman Prasad Pragdas, 157 Netaji Subhas Rd., Calcutta ($21,133); Natvarlal Mohan Lal, 20 Dadyseth Aquiry Lane, Bombay 2 ($18,151); Gorlhan Das Jethalal, 21, 2d Bhoiwada, Bombay 1 ($4,004);

Vrijlal Jethalal, 58, 1st Bhoiwada, Bombay 2 ($4,080); Pragdas Mathuradas (Bombay), Pvt., Ltd., 28/30 Anantwadi, Bombay 2 ($32,659); Pragdas Gangadas (Bombay), Pvt., Ltd., 15, 2d Fepalwadi, Bombay ($24,781);

N. Manseta & Bros., 165 Lohar Chawl, Bombay 2 ($547,055); Standard Metal Co., 32, 2d Bhoiwada, Bombay 2 ($5,079); T. Ismail & Co., 186/88 Bapukhote St., Bombay ($4,935);

Jankidass Ramgopal, 48 Canning St., Calcutta ($8,539); The Ring's Appliances Corp., Ltd., 7/21A Grants Bldg., Arthur Bunder Rd., Colaba, Bombay ($56,969); Champaklal Lalwani & Co., 31 Mirza St., Bombay 3 ($59,126);

NATO Projects in U.K. Opened to U.S. Bidders

Three new projects in the United Kingdom, estimated to cost a total of over $8.6 million, have been opened to U.S. bidders under the international competitive bidding procedure of the North Atlantic Treaty Organization (NATO).

● The first project, estimated to cost $8,400,000, calls for construction of a petroleum, oil, and lubrication storage depot in the Milford Haven area of Wales.

The work includes supply and construction of steel storage tanks and associated pipelines; installation of pumps, boilers, steam heating, diesel alternators, and electrical distribution system; and construction of roads, footpaths and miscellaneous buildings. Deadline is Nov. 1.

● The second project, estimated to cost $196,000, calls for supply and delivery of cranes in connection with the construction of storage facilities in Scotland.

The work includes jetty cranes, and overhead traveling cranes.

Bid deadline is Sept. 12.

● The third, estimated to cost approximately $37,000, calls for delivery of certain items of fire-fighting equipment required in connection with two naval base installations in the United Kingdom. Bid deadline is May 25.

Eligible firms interested in bidding should submit applications before July 3, for the first project, quoting reference NWD/Infra/30, to Director General, Navy Works, Admiralty, Chamberlain Way, Pinner, Middlesex; and before May 9 for the second, quoting reference NATO Common Infrastructure Slice VI Job No. 3, to Director of Navy Contracts, Branch 9(1), Admiralty Offices, Ensleigh, Bath, Somerset.

Eligible firms interested in bidding on the third project should file their intentions by Apr. 20 with the Director of Navy Contracts, Branch 7(3), Admiralty, Bath, Somerset, quoting reference number C.P.7(3)/INFRA/9.

Applications should include information on the firm's qualifications and experience in works of similar nature, and its financial status.

Copies of the tender notices are available on loan from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

U.S. firms not already certified to participate in NATO work should send a résumé of their qualifications to the Business Services Division, as described in the brochure of the NATO international competitive bidding program available from that Division.

Planned CONSTRUCTION PROJECTS

Supplementary information on items followed by a star (★) is available to U.S. firms domiciled in the United States from Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-5561 in Washington.

AUSTRALIA—**Australia Square project** in Sydney, costing £27 million (£1=$2.25) to be undertaken by Lend Lease Corp., Ltd., Lend Lease House, 47 Macquarie St., Sydney. Project includes 450-ft. circular office tower, 165-ft. office block, other facilities.

AUSTRIA—Austrian Unilever Co. to build **frozen foods and ice cream manufacturing plant** at Gross-Enzersdorf, suburb of Vienna. Plant cost estimated at $4 million, storage and distribution facilities another $4 million.

BOLIVIA—In program to provide housing for its workers, Said, S.A., Manufacturas de Algodón (Casilla 695), Av. Quintanilla Zuazo, La Paz, planning to build 500 low-cost **houses**, a few of which have already been completed. Financing being sought from Inter-American Development Bank.

Inter-American Development Bank considering **housing plan** drafted by Comisión Nacional de Vivienda, La Paz, for about 16,000 dwellings of various types. Government to construct 1,000 single family units initially.

BRAZIL—São Paulo State Government has signed agreements with municipalities of Santo Andre, São Caetano do Sul, and São Bernardo do Campo to expand their **water supply systems.** Program to be carried out by State's Water and Sewer Dept.

CANADA—Winnipeg Provincial Government planning to initiate $83,157,000 **Greater Winnipeg Floodway** project, to be completed by 1967.★

CYPRUS—Final plans for **port projects** of Limassol and Larnaca to be ready in July. Government expected to invite tenders at that time. Limassol project involves port with outside perimeter of 1,250 m., width of 700 m., and facilities to accommodate six steamers.

DOMINICAN REPUBLIC—Study for **economic and social development program** in area of Yaque del Norte River to be initiated by recently formed North Yaque River Valley Commission.

ECUADOR—IBRD grant of $200,000 to pave way for comprehensive transportation survey for Ecuador which is to serve as basis for long-range **transportation development program.**

Japanese interests considering preliminary studies on possibility of constructing **bridge** over River Guayas at Guayaquil.

GABON—Using French-Government-approved loan of $10.2 million (2.5 billion CFA francs), Gabon to embark on **development program** calling for construction and furnishing of administrative buildings, installation of electric and water systems for several of Gabon's larger towns, erection of schools and lodgings for teachers, improvement of urban facilities in Libreville and Port-Gentil, and development of air fields. Write to Ministry of Finance, Libreville.

ICELAND—In cooperation with Icelandic Productivity Center, U.N. study to be undertaken to determine profitability of building **steel mill.**

INDONESIA—Government reportedly to construct **flour mill** in Djakarta or Surabaya with 70,000 metric ton annual capacity mill by 1964. Machinery to come from Italy.

IRAQ—In addition to previously reported (FCW, Sept. 11, 1961, p. 20) **sports center** in Karradat Meriam section of Baghdad, plans being drawn up for second **stadium** in northern part of city. This and other similar projects believed to offer opportunity for sale of outdoor lighting equipment, stadium seats, locker and shower room fittings, swimming pool filtration equipment, other equipment required in sports arena. Write to Ministry of Works and Housing, Baghdad.

IVORY COAST—Directorate of Electric Energy of Ivory Coast, Abidjan, planning to add another diesel unit of 2,000 kw. to **electrical energy plant** in Bouake with extension of 10,000 km. of lines to present distribution system.

MOROCCO—Ministry of Public Health, Rabat, outlined 1962 development program calling for new **sanitary centers, dispensaries,** and **hospital** construction. Additional information requested.

NEW ZEALAND—Aluminum, Ltd., 1155 Metcalfe St., Montreal, Canada, and Associated British Cables, Ltd., of New Zealand to build and operate **aluminum cable manufacturing plant** in New Zealand.

NORWAY—Government planning considerable expansion of **hydroelectric power facilities** during 1962-65. Program includes plants under construction and in planning stage and extension of transmission net.★

SWITZERLAND—Extension of Zürich (formerly Kloten) airport **main ter-**

(See Projects, page 697)

Bid Invitations on DEVELOPMENT LOAN FINANCED PURCHASES

Lending functions of Development Loan Fund transferred to AGENCY FOR INTERNATIONAL DEVELOPMENT (AID) U.S. Department of State

Foreign borrowers under U.S. Development Loans invite tenders, either directly or through their authorized agents, covering loan financed purchases.

Supplementary information, as indicated by a star (★), may be obtained on loan by firms domiciled in the United States from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WOrth 7-2381 in Washington.

India

Supply of 25 No. 1400 hp. mixed traffic, meter gage **diesel locomotives.** Tender LT-18-1962; **U.S. source.** Bid deadline extended from Apr. 10 to 23. Director, Railway Stores, Ministry of Railways (Railway Board), Bhavan, Raisina Rd., New Delhi. (FCW, Mar. 12, p. 420.) Tender documents, with addendum, may be purchased from India Supply Mission 2436 Mass. Ave., NW., Washington 8, D.C.★

Machine tools. Loan 157; **U.S. source.** IL#EI/GL/MTC/149/DLF/361. Ref. 41(476)/61-AID-II. May 10. Garlick & Co., Pvt., Ltd., Jacob Circle, Bombay 11.★

Machine tools. Loan 157; **U.S. source.** IL#EI/GL/MTC/70-71-72/DLF/361. Ref. 41(201)/61-AID-II. May 10. Power Tools & Appliances Co., 2 Dalhousie Sq. East, Calcutta 1.★

Twist drill grinding attachments with/without bits (ACS); machine vises with/without swivel jaws, swivel base, tilting swivel, tiltins (NOS); power-operated portable hand grinders (PET); universal machines with/without accessories (221700). Loan 157; **U.S. source.** IL#EI/GL/MTC/136/DLF/361. Ref. 41(331)/61-AID-II. May 10. Tirathdas Keshoram, 130 Narayan Dhuru St., Bombay 3.★

Slab milling machine; 2-Hi combination intermediate **rolling mills.** Loan 157; **U.S. source.** IL#991481-82/DLF.157/61/CG. Ref. 41(341)/61-AID-II. May 10. Indian Smelting & Refining Co., Ltd., Industry House, 159 Churchgate Reclamation, Bombay 1.★

4-screen standardized **peanut cleaner;** 7½ hp. **V-belt drive,** including motor bracket, sliding base; radiant ray **roaster; thermocolor control; vapofier** with unit diaphragm control; **exhaust fan** with V-belt; whole **nut blancher heads,** 2. Loan 157; **U.S. source.** IL#991693/DLF.157/61. Ref. 41(339)/61-AID-II. May 10. Punamchand R. Dhah, ½ Rayapuram Beach Rd., Madras 13. Cable Address: PUNAM, Madras.★

Two-ton portable lifting type **ropeway, ropeway materials;** all steel 42 in. roller bearing **gang edgers** with 2015/16 in. diam. mandrel; **saw, saw blades, servicing equipment;** Wright 5020A 20 in. **power blade saws** each with 2 extra blades and tool kit. Loan 157; **U.S. source.** Ref. 41(377)/61-AID-II. IL#991401/DLF.157/61. May 12. Hindustan Forests Co., Pvt., Ltd., Gupkar Rd., Srinagar.★

Garage tools. Loan 157; **U.S. source.** IL#E335433/DLF.157/60/EI/CCI. Ref. 41(318)/61-AID-II. May 14. N. Manseta & Bro., 165, Lohar Chawl, P.O. Box 2225, Bombay 2.★

Ventilators required for Chandrapura Thermal Power Station of Damodar Valley Corp., Calcutta. Loan 125; worldwide. ICA Code 899. Tender S/91/DLF. June 12. India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C., where tender forms at $2 a set may be obtained; also obtainable from Director General, India Store Dept., Government Bldg., Bromyard Ave., Acton, London W.3; Embassy of India, Naigi Bldg., 13/20 Chome Marunouchi Chiyodaku, Tokyo; Indian Trade Commission in Australia, Caltex House, 167/87 Kent St., Australia; Director General of Supplies and Disposals, National Insurance Bldg., Parliament St., New Delhi. Cost of tender forms as a rule not refundable and forms non-transferable.

Supply and erection of **rotary wagon tippler** for Durgapur Thermal Power Station (Extension). Loan 130; **U.S. source.** Specification DTPS-18. Bids deadline extended to Apr. 30. Managing Director, Durgapur Projects, Ltd., New Secretariat Bldgs., 1 Hastings St., Calcutta 1, where quotations should be sent. (FCW, Mar. 26, p. 508.) Specifications available.★

Machines required for manufacture of photoflash lamps: Lapping machine motorized bulb-blowing machine; 16-head bend mounting machine; bulb sealing and exhaust machine; shredding machine with 12 tooth cutter. Delivered at Bangalore City. Ref. NSIC/HP/2M-2058/61. **Capstan lathe,** with flamard bed, automatic feed to capstan slide. NSIC/HP/2C-629/61. All above equipment for Loan 144; worldwide. May 11. National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.★

Ball bearings, roller bearings, of various sizes equivalent to SKF; angular contact **thrust bearings** in various sizes. Loan 157; **U.S. source.** Ref. 41(694)/61-AID. IL#991193/DLF.157/61-HQ-CG. May 11. Kirloskar Electric Co., Ltd., P.O. Box 1017, Bangalore 3.★

Stainless-steel round **bars** equivalent to Firth Vickers in sizes AISI(321) and AISI. Diam.: 2, 1½, 1¼, ⅝, ½, ⅜, 5/16, ¼ in. Loan 159; **U.S. source.** May 11. Calico Industrial Engineers, 20 A, Chakala Rd., Bombay 58. Cable address: DYEPRINT, Bombay.

Israel

Leesona, or equal, Model #790 **UNIFIL winders,** complete, including magazines and strippers, motor drives, switches for application to Saurer Model 100W looms, 30; **spare winder; test stand;** set of **tools** and **gages;** 1,750 **bobbins.** Loan 214; **U.S. source.** Subauthorization 790/1/244. May 7. Government of Israel Supply Mission, 850 Third Ave., New York 22, N.Y. Attention: N. Nisen. Tenders should refer to S/A number and be prepared on basis of f.a.s. U.S. port of exit. Delivery desired by July, prices itemized to show both trade and cash discounts. Suppliers may devise own forms, in duplicate, for submitting tender to buyer.

Lebanon

Presses for vulcanizing men's rubber knee boots, complete with cylinders, solenoid switches, electrical timer, 4; fully automatic **vulcanizing machines,** complete with timer, solenoid switches, hydraulic cylinder; 4; **hydraulic unit** of oil, pump, and motor with tank, 1; **boot molds** with hard chrome finish of different sizes for women, girls, children, 23 pairs. Loan 99; worldwide. Credit amount, $79,000. No bid deadline given. SOLICA, P.O. Box 102, Beirut.

Pakistan

Tinplate, 30 gage prime coating 1.25 lb., sizes 18½ x 20 in., 30 G; 20 x 30 in., 30 G. Pending loan; limited **U.S. source.** Credit amount, $8,400. May 9. Sh. Fazal Rehman & Sons, Ltd., Industrial Area, Multan. Cable address: NASIR, Multan.

M.S. **billets,** prime, rerolling quality, conforming to SAE 1020 and/or C 1025

Rhodesia Extends Deadline On Radio Network Equipment

The Federation of Rhodesia and Nyasaland Federal Power Board has extended the filing date for application to tender for the radio telemetering network at the Kariba Hydro-Electric Scheme from Apr. 27 to May 25. (FCW, Apr. 16, p. 654.)

in length of 18/20 ft. and above. Size 2 x 2 in., 2½ x 2½ in., 3 x 3 in., and/or 3½ x 3½ in., with heat mark stamped on each billet and works test certificate to be provided. Pending loan; limited **U.S. source.** Credit amount, $740,670. May 9. Steel Corp. of Pakistan, Ltd., P.O. Box 4122, West Wharf Rd., Karachi. Cable address: ROLLSTEEL, Karachi.★

Tinplate, coke quality, cold rolled, hot dipped, 1.25 coating 18¾ x 30 in., 30 gage and 20 x 30 x 30 in., gage in proportions of 66% and 33% respectively. Pending loan; limited **U.S. source.** Credit amount, $11,566. May 9. Bengal Oil Mills, Ltd., Bengal House, Jodia Bazar, Karachi 2. Cable address: BENGALI, Karachi.

Black annealed **iron wire** (M.S. black wire annealed), size BWG, 4, 9, 10, 12. Pending loan; limited **U.S. source.** Credit amount, $41,475. May 10. H. Akberali & Co., 79 Nandankanan, Chittagong, E. Pakistan. Cable address: AMRELI-WALA, Chittagong.★

Pig iron, silicon, 3.0/3.5%; **magnesium,** .6/1.0%; **phosphorus,** .7/1.2%; **sulfur,** .05% max. Pending loan; limited **U.S. source.** Credit amount $14,994. May 9. Imperial Foundry & Workshop, 82-Railway Rd., Lahore. Cable address: FOUNDRY, Lahore.

Pig iron, foundry grade: FL-21 with 2.51 to 2.75 silicon; FL-23 with 3.01 to 3.25 silicon; M.S. bright steel shaftings, 2½, 2¼, 2, 2¾, 1½ in. diam. Pending loan; limited **U.S. source.** Credit amount $22,134. May 9. Supreme Electrical Industries, Ltd., Czernin Palace, Bank Sq., P.O. Box 286, The Mall, Lahore. Cable address: ARCOPAK, Lahore.

G.C. sheets, 8 x 3 ft. x 24 BG; 8 x 3 ft. x 26 BG; **G.P. sheets,** 8 x 3 ft. x 24 BG; 8 x 3 ft. x 26 B.G.; 8 x 3 ft. x 28 BG; 8 x 3 ft. x 30 BG; **pig iron,** first grade, soft foundry quality; **M.S. sheets,** 8 x 4 ft. x 10 BG; 8 x 3 ft. x 28 BG; **M.S. plates,** 8 x 4 ft. ½ in., 8 x 4 ft. ¼ in., 8 x 4 ft. ⅜ in. Pending loan; limited **U.S. source.** Credit amount, $71,400. May 9. Syed A. & M. Wazir Ali, 11 Empress Rd., Lahore. Cable address: AYED, Lahore.★

Tinplate, prime coke 1.25 coating; **electrolytic tinplate** 0.50 coating; **electrolytic tinplate** 0.25 coating T-6 quality; golden lacquer **electrolytic tinplate coating** 0.50. Pending loan; limited **U.S. source.** Credit amount, $72,537. May 9. Pak Central Chemical Industries, Ltd., Duryalal St., Jodia Bazar, Karachi 2. Cable address: FINESOAP.★

Bright steel **nail wire,** BWG gages 4, 5, 6, 8, 9, 10, 12, 14, 17, 20. Pending loan; limited **U.S. source.** Credit amount, $34,608. May 9. Punjab Material Stores, Cutchi Gali No. 3, Off Marriot Rd., Karachi.

Black iron **pipes,** seamless ½ to 6 in. diam.; **M.S. joists,** 4 x 2 in., 5 x 3 in., 6 x 3 in., sizes in 30-40 ft. lengths; **G.P. sheets,** 24-30 BG in 8 x 3 ft. size with 1.25 oz. a sq. ft., zinc coating on both sides; **M.S. black sheets,** 24-30 G. in 8 x 3 ft. size. Pending loan; limited **U.S. source.** Credit amount, $28,362. May 9. H. Irshad Elahi, Fadoo Bldg., Bunder Rd., Karachi 2.

M.S. billets to BSS-15 or SAE-1020 with 28/32 tensile strength, 20% minimum elongation in standard length of 18 ft. and up to size of 2 x 2 in. and 2.½ x 2.½ in. stamped with heat marks and works test certificate to be provided. Pending loan; limited **U.S. source.** Credit amount, $248,440. May 9. General Iron & Steel Works, Ltd., D/22 S.I.T.E., Manghopie Rd., Karachi 16. Cable address: BALEHOPS, Karachi.

M.S. black sheets, cold annealed, pickled and oiled, open hearth, dull finish, sizes 36 x 72 in. x 18 U.S. gage; 36 x 96 in. x 18 U.S. gage; 36 x 72 in. x 24 U.S. gage; 36 x 72 in. x 26 U.S. gage. Pending loan, limited **U.S. source.** Credit amount, $12,369. May 9. Pak Central Chemical Industries, Ltd., Duryalal St., Jodia Bazar, Karachi 2. Cable address: FINESOAP.

C.R.C.A. sheets, bright new material "A" grade in skids of maximum 1 ton of 2,240 lb. approx. 41 tons, size 8 x 3 x 26 G; approx. 40 tons, size 8 x 3 x 28 G; approx. 43 tons, size 8 x 3 x 30 G; Pending loan; limited **U.S. source.** Credit amount, $25,924.00. May 10. Pak Enamel & Aluminum Works, 12 Terri Bazar, Chittagong.

Nail wire (bright steel and black annealed). Pending loan; limited **U.S. source.** Credit amount, $6,772. May 10. Zoaobi Industries, Old Market, Karachi 2.★

Bright hard-drawn **nail wire,** Thomas commercial quality: 6 BWGS, 100 tons; 8 BWGS, 50 tons; 9 BWGS, 25 tons; 10 BWGS, 50 tons; 10 BWGS, 50 tons; 12 BWGS, 55 tons; 14 BWGS, 7½ tons; 15 BWGS 12½ tons. Pending loan; limited **U.S. source.** Credit amount; $27,720. May 10. Pakistan United Traders, Ltd., 400 Enayet Bazar Rd., Chittagong. Cable address: TRADINGCO.

G.C.I. sheets 24 G and/or 26 G 3 x 6 ft., 3 x 8 ft. with zinc coating. Pending loan; limited **U.S. source.** Credit amount, $6,300. May 10. Dada, Ltd., Khatunganj, Chittagong, Cable address: DADA, Chittagong.

Pig iron and **M.S. wire,** black ordinary commercial quality, in coils of 1 cwt., each, size: 6 BWG. Pending loan; limited **U.S. source.** Credit amount; $32,550. May 10. Surma Valley Engineering Works, Dost Bldg., M.A. Jinnah Rd., Chittagong. Cable address: CASTINGS, Chittagong.★

Bright steel **nail wire,** commercial quality: BWG 8 20%; BWG 9 20%; BWG 10 20%; BWG 12 40%. Pending loan; limited **U.S. source.** Credit amount, $11,025. May 10. United Pakistan Industries, 337 Dewan Bazar, Chittagong.

Nail wire Nos. 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 20. Pending loan; limited **U.S. source.** Credit amount; $13,-571. May 10. Tariq Industries, Behind Lakshmi Bldg., Kasur St., Karachi. Cable address: WORLDHARD.

M.S. billets, open hearth, prime quality, conforming to SAE 1020, tensile 28/33 tons a sq. in. size 2 in. sq. in standard lengths of 18/20 ft. with usual maximum 10% shorts with works test certificate and heat mark number on each billet. Pending loan; limited **U.S. source.** Credit amount; $125,638. May 10. Union Steel, Ltd., 11 W. Wharf Rd., Karachi.

M.S. wire rods in coils and various sizes with tolerance plus-minus 0.3 mm. carbon contents not to exceed 0.25. Pending loan; limited **U.S. source.** Credit amount, $267,-120. May 10. Keamari Docks, Ltd., Steel House, W. Wharf Rd., Karachi.★

Mild steel billets, prime, size 2 x 2 in. lengths of 18 ft. and above, conforming to specification ASTM-A273-58T/AISI-C1020 suitable for rerolling into bars and sections, about 980 tons. Pending loan;

(See DLF, page 698)

Projects . . .

(Continued from page 695)

minal building to begin this summer. (FCW, June 12, 1961, p. 21.) Responsible agency Flughafen-Immobilien-Gesellschaft, Zürich-Flughafen.

Airport may also undergo extension of second **runway** of 2,500 m., and plans readied for construction of **airport hotel.** Write to Direktion der Öffentlichen Bauten des Kantons Zürich, Amt für Luftverkehr, Zürich-Flughafen.

Within 4 years **new terminal building** and **new apron** to be erected at Geneva Airport. Write to Departement du Commerce et de l'Industrie du Canton de Geneve, Geneva. Swiss Federal Railways, Hochschulstrasse 6, Bern, intending to construct underground **railway station** at airport. (FCW, July 3, 1961, p. 24.)

SYRIA—On basis of recently finished study, **pipeline construction** may soon be initiated between Homs refinery and Aleppo by General Petroleum Authority, Damascus.

TURKEY—Ministry of Press, Broadcasting, and Tourism, according to local press reports, to establish **television network station** in Ankara. Ministry already may be negotiating with foreign interest.

Tourism Committee, Ministry of Press, Broadcasting, and Tourism, advocating, according to local press reports, 5-year **Tourism Plan** within framework of 5-year Economic Development Plan. Financial participation of private entrepreneurs to be encouraged.★

FOREIGN CONTRACT AWARDS

Several Governments abroad have awarded contracts for construction work and supply of equipment, materials, and services. Although most of the work will be performed by the contracting parties, additional firms may be called upon to furnish assistance or services.

Supplemental information may be obtained on items designated by a star (★) from the Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

BOLIVIA—Corporación Boliviana de Fomento, Casilla 1124, La Paz, signed contract with Ingensoc, S.A., for construction of modern **hospital** in Guabira area. Write to Señor Luis Calvo, Sociedad Ingenieros Constructores, S.A., Cochabamba, Bolivia.

CHILE—Empresa Nacional de Electricidad, S.A. (ENDESA), Santiago, has awarded contract for supply of four turbines and generators for Rapel **hydroelectric project** (FCW, June 12, 1961, p. 19) to Hitachi, Ltd., of Japan. Cost of equipment, set at $2.5 million, to come through $35.5 million loan granted ENDESA by IBRD.

GREECE—List of Ministry of Agriculture contracts for procurement of **tracks** and **rollers** available.★

NICARAGUA—List of firms eligible to bid on **Central Bank Building** in Managua (FCW, Dec. 25, 1961, p. 12) is available. Only local firms are participating.★

PAKISTAN—West Pakistan Water and Power Development Authority made final award for construction of **Sidhnai Barrage** to Société Dumez, 142 blvd. Malesherbes, Paris 17. Firm's bid amounted to $25,725,672. Project also calls for **railway bridge** and **highway bridge.** (FCW, Jan. 15, p. 76.)

PERU—Minerales Industriales del Peru, S.A., 902 Azangaro, Lima (Casilla 3795), engaged Stern Roger Mfg. Co., Denver, Colo., to act as consultant for its development project for **phosphate rock deposits** of Sechura Desert. Construction of 100-ton a day **plant, laboratory, roads,** and **pier** will be included.

Government to sign contract with Electroconsult s.p.a., Via Cavallotti 13, Milan, Italy, for consulting services regarding preparation of contracts for Mantaro **hydroelectric project** and supervision of work.

SAUDI ARABIA—Contract for engineering services for Damman and Al Khobar **water and sewage projects** went to Associated Consulting Engineers, P.O. Box 3446, Beirut, Lebanon, and Consulting Engineering Office, Al Issa Bldg., Amir Khalid St., Al Khobar, Saudi Arabia.

TUNISIA—Utah Construction & Mining Co., 550 California St., San Francisco 4, Calif., awarded contract for **Oued Nebana Dam** in north-central Tunisia. Construction of $13.2 million project to begin at once.

Australia Asks Power Equipment Tenders

Australia has invited bids on two contracts for circuit breakers and generator ancillary equipment for a power station.

Specification 1252 includes supply, delivery, and installation of eight 330-kv., air-blast circuit breakers, together with a compressed-air plant and an air-reticulation system.

This equipment is to control two 350-megawatt turbo-generators, two 330-kv. feeders, and two station service transformers at the new Munmorah thermoelectric power station in New South Wales.

Equipment is to be installed and operating within 104 weeks of the date of acceptance of the successful tender.

Bid deadline is June 11; estimated value is $400,000.

Specification 1131/2-5 calls for supply and erection of a feed-heating plant, a de-aerating plant, condensate pumps, and circulating water pumps for the two 350-megawatt turbo-generators described.

Bid deadline for this contract is May 2; estimated value could be as much as $1.5 million.

A loan copy of the plans and specifications for each of these contracts is available to firms domiciled in the United States from the Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Copies are available for purchase for $22.50 per set from the Manager and Secretary, Electricity Commission of New South Wales, Box 5257, G.P.O., Sydney, N.S.W., Australia. This charge is refundable on receipt of a bona fide tender.

Copies are also available for inspection at the office of the Commissioner for New South Wales, Suite 1301, 680 Fifth Ave., New York 19, N.Y.

Joint tenders for these contracts will not be accepted by the Electricity Commission.

DLF . . .

(Continued from page 697)

limited **U.S. source.** Credit amount, $103,288. May 10. Yacoob Industries, Barnes St., Nr. Old Haij Camp, Karachi.★

M.S. sheets, black, plain, C.R.C.A. quality. Size 26 gage x 6 x 3 ft. Pending loan; limited **U.S. source.** Credit amount, $15,716. May 10. Surma Valley Engineering Works, Dost Bldg., Chittagong. Cable address: CASTINGS, Chittagong.

G.P. sheets, gage 31 x 3 x 6 ft., zinc coating 1.25, 30-32 G if available. Pending loan; limited **U.S. source.** Credit amount, $7,553. May 10. National Metal Industries, 76 Asadganj, Chittagong.

M.S. billets SAE 1020, sizes 2, 2½, 3 in. standard length with heat mark number on each billet and test certificate. Pending loan; limited **U.S. source.** Credit amount, $508,200. May 11. Mohammedi Iron & Steel Works, Chittagong. Cable address: REROLL, Chittagong.

Pig iron, low foundry grade. Pending loan; limited **U.S. source.** Credit amount, $5,880. May 11. Foreign Import Agency, 12 Chartered Bank Chambers, McLeod Rd., Karachi 2.

M.S. billets SAE 1020, sizes 2, 2½ and 3 in. standard length with heat marks on each billet and test certificate. Pending loan, limited **U.S. source.** Credit amount, $179,500. May 11. East Bengal Trading Corp., Chittagong. Cable address: AXLE, Chittagong.

G.P. sheets, prime quality, 1.25 or zinc coating; **M.S. sheets** (CRCA), prime quality, M.S. gage; **M.S. sheets** (HRCA), prime quality, M.S. gage; **M.S. plates; pig iron,** ASTM-A-43-55T, all in various sizes. Pending loan; limited **U.S. source.** Credit amount, $90,930. May 11. Pakistan Iron & Steel Syndicate, Ltd., McHinch Rd., P.O. Box 4353, Karachi. Cable address: STEELBEAMS.★

Taiwan

50 in. **stand heaters,** 2; 20 hp. **induction motors,** 2; magnet **switch box,** 2; **push-button switch,** 2; **limit switch,** 4; **pressure gages.** Loan 47; worldwide. Credit amount, $15,062.62. May 6. Nanking Rubber Tire Corp., Ltd., 66-1 Nanking Rd., West, Taipei.★

Stationary wire **temperature indicator;** optical size **monitoring and recording gagehead** 0-25 mm.; **capacitance control and recording equipment; eccentricity monitoring equipment;** H.F. **spark tester:** one complete set of each. Loan 47; worldwide. Credit amount, $10,343. May 6. Pacific Electric Wire & Cable Co., Ltd., 1-17 Hwai Ning St., Taipei.★

Hydraulic press with pump, cutter grinder, oil burner, shaping and finishing machine, shore-hardness tester. Loan 47; worldwide. Credit amount, $11,400. May 5. Central Carbon Co., Ltd., 1757 Chung Chang Rd., Taipei.★

Mission to Burma Develops Trade Leads

(Continued from page 693)

Bldg., 1/7 Latha St., Rangoon. WTD 2/8/62.★

360 Electrical Machinery, Equipment, Supplies

Two-way radio communication equipment. Zaw Yee & Co., Ltd., 95 Maung Taulay St., Rangoon. WTD 2/8/62.★

Transistor radios. National Youth Commercial Corporation Ltd., 27 Stevenson St., Rangoon.

Refrigerators, radios. M. E. Bhaiyat & Sons (Burma) Ltd., 248 Edward St., Rangoon. WTD 2/8/62.★

362 Electrical Industrial Apparatus

Diesel generators. U Kyaw Khin Trading Co., Ltd., Overseas Chinese Bank Bldg., 1/7 Latha St., Rangoon. WTD 2/8/62.★

371 Motor Vehicles, Equipment

Auto parts. Demap Co., 247 37th St., Rangoon.

375 Motorcycles, Bicycles, Parts

Bicycles. Taing Nyunt Tha Ya Co., Ltd., 210 Lewis St., Rangoon.

383 Optical Instruments, Lenses

Optical goods. Himalayan Trading Co., 126 24th St., Rangoon.

386 Photographic Equipment, Supplies

Photographic supplies. Daw Khin Khin & Co., 88 38th St., Rangoon. WTD 2/8/62.★

Photocopy equipment. U Kyaw Trading Co., Ltd., Overseas Chinese Bank Bldg., 1/7 Latha St., Rangoon. WTD 2/8/62.★

387 Watches, Clocks, Clockwork-Operated Devices, Parts

Watches, clocks. Taing Nyunt Tha Ya Co., Ltd., 210 Lewis St., Rangoon.

395 Fountain Pens, Pencils

Ballpoint pens, pencils. Globe Stationery Mart (Khit San General Agencies), 53 25th St., Rangoon. WTD 2/8/62.★

Import Opportunities

109 Miscellaneous Metal Ores

Columbite-tantalite. Kyi Sein & Co., 198 39th St., Rangoon.

149 Miscellaneous Nonmetallic Minerals

Quartz. Lugyi & Co., 99 Oliphant St., Rangoon.

200 Food, Related Products

Pulses, beans, seeds, tumeric. Burma Union Medicine Co., 238 Edward St., Rangoon.

Herbs. Burma Teak & Hardwood Co., 339 Bo Aung Gyaw St., Rangoon. WTD 2/8/62.★

Burmese tea. National Youth Commercial Corp. Ltd., 27 Stevenson St., Rangoon.

Canned mangoes and other Burmese special foods in tins. Producers Canning Cooperative Society Ltd., Taunggyi (S.S.S.).

Beans, pulses, ground nut oil cakes. Shwe Ngwe Trading Co., 295 Fraser St., Rangoon. WTD 2/8/62.★

Lentils, beans, potatoes, coffee, seeds. M. E. Bhaiyat & Sons (Burma) Ltd., 248 Edward St., Rangoon. WTD 2/8/62.★

Pulses, seeds, beans, oil cakes. Shwe Beik Hman Store, 228-30 Shwe Bontha St., Rangoon.

204 Grain Mill Products

Rice. Kyi Sein & Co., 198 39th St., Rangoon.

212 Cigars

Burmese cheroots. A. Scott & Co., 532 Merchant St., Rangoon.

220 Textile Mill Products

Hand-loomed fabrics. Kachin State Women Weaving Association, Headmistress State Middle School, Rangoon.

Short staple cotton. U Kyaw Khin Trading Co., Ltd., Overseas Chinese Bank Bldg., 1/7 Latha St., Rangoon. WTD 2/8/62.★

Hand-loomed cotton textiles. Sein Thon Lone Weaving Co., 56 Kyaiksan Pagoda Rd., Rangoon.

239 Miscellaneous Fabricated Textile Products

Hand-loomed linens. Great Light Co., 211B/1 35th St., Rangoon.

240 Lumber, Wood Products, Except Furniture

Teak logs. Edward Than Aung & Co., 114 Seminary Lane, Insein.

Finished and semifinished hardwood products (teak logs, or lumber for parquet flooring, blank forms, knocked-down furniture). Burma Teak & Plywood Trading Co., Ltd. (B.E.D.C. subsidiary), 49 32d St., Rangoon. WTD 2/8/62.★

Teak, hardwood. Way Way Hlajng, Ltd., 170 35th St., Rangoon.

Plywood. Myitta Mon Trading Co., 171 Theinbyu Rd., Rangoon. WTD 2/8/62.★

Teak, hardwood lumber. Win Co., 151 Lewis St., Rangoon. WTD 2/8/62.★

241 Logging Camps, Contractors

Hardwood logs. Burma Teak & Hardwood Co., 339 Bo Aung Gyaw St., Rangoon. WTD 2/8/62.★

Teak lumber. Kyi Sein & Co., 198 39th St., Rangoon.

Timber. Taing Nyunt Tha Ya Co., Ltd., 210 Lewis St., Rangoon.

Native woods. Shwe Pyi Daw Trading Ltd., 185 38th St., Rangoon. WTD 2/8/62.★

Timber. Daw Khin Ma Than, Upper Moulmein Rd., Moulmein. WTD 10/20/61.★

249 Miscellaneous Wood Products

Handicrafts. Myitta Mon Trading Co., 171 Theinbyu Rd., Rangoon. WTD 2/8/62.★

250 Furniture, Fixtures

Finished furniture, semifinished furniture components. U Hajee Ahmed & Co., Ltd., 116/118 Brooking St., Rangoon. WTD 2/8/62.★

260 Paper, Allied Products

Handmade paper. Shan Industries Co., Taunggyi, Southern Shan State.

281 Industrial, Organic Chemicals

Medicinal herbs, mainly rawulfia. Burma Union Medicine Co., 238 Edward St., Rangoon.

317 Handbags, Other Personal Leather Goods

Hand-woven shoulder bags. Edward Than Aung & Co., 114 Seminary Lane, Insein.

330 Primary Metal Industries

Wolfram, antimony, lead, other minerals. Way Way Hlaing Ltd., 170 35th St., Rangoon.

Trade Promotion Service Open to U.S. Firms

Notices of the trade and investment opportunities received by the Confederation Generale du Patronat de l'Algerie (CGPA) from local or foreign business firms will be published free until June 15 in its weekly trade organ, *Bulletin Hebdomadaire*, which summarizes news and laws concerning the conduct of business in Algeria.

U.S. firms wishing to take advantage of this offer should write CGPA at 1 rue du Languedoc, Algiers. Names and addresses will be published unless requested to be withheld.

Textile . . .

(Continued from page 690)

ment, which became effective on October 1, 1961, for a period of 1 year. The United States and Spain are participants in the arrangement.

Under the terms of the agreement, a participating country, if unrestricted imports of cotton textiles are causing or threatening to cause disruption of its domestic market, may request the participating country responsible to restrain, at a specified level not longer than the level prevailing for the 12-month period ending June 30, 1961, its exports of those cotton textiles causing or threatening to cause such disruption.

The arrangement provides for a 30-day discussion period in which the governments concerned may reach an agreement.

Failing to achieve such an agreement, the requesting country may decline to accept imports at a level higher than the specified level, and in critical circumstances, action may be taken provisionally by either country involved while the request is under discussion.

The note from the U.S. Government requested Spain to restrain its exports to the United States in the commodities specified inasmuch as U.S. import statistics showed that these commodities were being received in quantities substantially in excess of fiscal year 1961 imports and were disrupting or threatening to disrupt the domestic market in this specific cotton textile field.

The Government of Spain has announced that exports to the United States of the enumerated cotton textiles were suspended as of April 1 in compliance with the request of the U.S. Government and this suspension will remain in effect until the situation can be clarified through a review of the trade statistics of the two countries.

NEW World Trade OPPORTUNITIES

● *The firms and individuals named in the following lists have expressed interest in establishing new business connections in the United States.*

While every effort is made to include only firms or individuals of good repute, the U.S. Department of Commerce cannot assume responsibility for any transactions undertaken with these firms.

When available, supplementary information as indicated by a star (★), may be obtained on loan by firms domiciled in the United States from the Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WOrth 7-2381 in Washington.

Requests for loan material should include the commodity as well as the foreign firm's name and address. Trade opportunities are indexed under the Standard Industrial Classification (SIC). The SIC Manual, published by the Bureau of the Budget, may be obtained at $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

World Trade Directory (WTD) reports, if available on firms mentioned, are indicated by date of issuance. A description of WTD reports and how to obtain them is given in this department.

LEADS FOR EXPORTERS

Commodities are wanted for direct purchase unless otherwise specified.

200 Food

British Guiana

General groceries, provisions including confectioneries; request urgent due to recent fire. Direct purchase and exclusive agency. C. A. Phillips, Ltd. (commission agent, distributing merchant), P.O. Box 209, Georgetown. WTD 1/19/60.

201 Meat Products

Saudi Arabia

Canned meats. General Merchandising Store (importer, retailer, wholesaler, commission agent), P.O. Box 302, Amir Mohamed St., Alkhobar. WTD 2/11/62.

202 Dairy Products

Saudi Arabia

Dairy products. General Merchandising Store (importer, retailer, wholesaler, commission agent), P.O. Box 302, Amir Mohamed St., Alkhobar. WTD 2/11/62.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Australia

Dried tomato pomace suitable for use in pet foods. Crago Stockfeeds Pty., Ltd. (manufacturer), 8 Gladstone St., Newtown, Sydney. WTD 2/21/61.

Bahrain Islands

Tomato sauce, 13-oz. bottles; hot pepper sauce, 3-oz. bottles; okra, 1-lb. cans; peaches, 15-oz. cans; all kinds of canned vegetables. Gholam Reza Kazerooni & Sons (importer, retailer, wholesaler, commission agent), P.O. Box 149, Bahrain. WTD 12/4/61.

France

Dietetic products; alga, seaweed extracts. A. & G. Violet & Cie. (trader), B.P. 23, Pithiviers (Loiret). WTD 12/21/61.

Saudi Arabia

Canned fruits, juices, sauces, seafoods, baby foods, canned and dried vegetables. General Merchandising Store (importer, retailer, wholesaler, commission agent), P.O. Box 302, Amir Mohamed St., Alkhobar. WTD 2/11/62.

All kinds of canned foods, especially vegetables, fruits, juices, sauces. Mohamed Abdulrahman Alsaeed (importer, retailer, wholesaler, manufacturer, commission agent), P.O. Box 120, Alkhobar. WTD 3/18/62.

204 Grain Mill Products

Saudi Arabia

Grains. General Merchandising Store (importer, retailer, wholesaler, commission agent), P.O. Box 302, Amir Mohamed St., Alkhobar. WTD 2/11/62.

205 Bakery Products

Bahrain Islands

Biscuits, cookies. Gholam Reza Kazerooni & Sons (importer, retailer, wholesaler, commission agent), P.O. Box 149, Bahrain. WTD 12/4/61.

Saudi Arabia

Cookies, crackers. General Merchandising Store (importer, retailer, wholesaler, commission agent), P.O. Box 302, Amir Mohamed St., Alkhobar. WTD 2/11/62.

207 Confectionery

Bahrain Islands

Chewing gum. Gholam Reza Kazerooni & Sons (importer, retailer, wholesaler, commission agent), P.O. Box 149, Bahrain. WTD 12/4/61.

Saudi Arabia

Chocolates, hard candy, chewing gum, other candy items. General Merchandising Store (importer, retailer, wholesaler, commission agent), P.O. Box 302, Amir Mohamed St., Alkhobar. WTD 2/11/62.

209 Miscellaneous Foods

Bahrain Islands

Vinegar, white; 16-oz., 1-gal. sizes. Gholam Reza Kazerooni & Sons (importer, retailer, wholesaler, commission agent), P.O. Box 159, Bahrain. WTD 12/4/61.

Saudi Arabia

Macaroni. General Merchandising Store (importer, retailer, wholesaler, commission agent), P.O. Box 302, Amir Mohamed St., Alkhobar. WTD 2/11/62.

220 Textile Mill Products

Australia

Plain cloth, polyester and viscose, suitable for ladies' uniform manufacture. Pioneer Uniform Service (manufacturer), 246 Collins St., Melbourne, Victoria. WTD 3/26/62.★

221 Broad Woven Fabric Mills, Cotton

Qatar

All kinds of cotton textiles. Mir Shahabeddin Riahi & Co. (importer, retailer, wholesaler, commission agent), P.O. Box 107, Doha. WTD 3/3/62.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

Qatar

All kinds of synthetic textiles, silk. Mir Shahabeddin Riahi & Co. (importer, retailer, wholesaler, commission agent), P.O. Box 107, Doha. WTD 3/3/62.

223 Broad Woven Fabric Mills, Wool

Qatar

Woolen textiles. Mir Shahabeddin Riahi & Co. (importer, retailer, wholesaler, commission agent), P.O. Box 107, Doha. WTD 3/3/62.

224 Narrow Fabrics, Other Smallwares Mills

Norway

Web strapping, fasteners for freight containers. A/S Empaco (importing distributor, manufacturer), 22 Skippergaten, Oslo. WTD 2/20/62.

230 Apparel

Netherlands

Babies' clothing. Gompes & Schpektor (importing distributor), 372 Herengracht, Amsterdam. WTD 6/29/61.

232 Men's, Youths', Boys' Furnishings, Work Clothing

Rhodesia, Nyasaland

Men's medium-priced slacks, shirts, novelties. Direct purchase and agency. Ivor Thomas (Pvt.), Ltd. (retailer, manufacturer's agent), P.O. Box 1250, Salisbury, Southern Rhodesia. WTD 3/29/62.

235 Hats, Caps, Millinery

Rhodesia, Nyasaland

Men's medium-priced hats. Direct purchase and agency. Ivor Thomas (Pvt.), Ltd. (retailer, manufacturer's agent), P.O. Box 1250, Salisbury, Southern Rhodesia. WTD 3/29/62.

238 Miscellaneous Apparel, Accessories

Rhodesia, Nyasaland

Men's leather belts. Direct purchase and agency. Ivor Thomas (Pvt.), Ltd. (retailer, manufacturer's agent), P.O. Box 1250, Salisbury, Southern Rhodesia. WTD 3/29/62.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

Canada

Doors of all types, interior-finishing items for residential, commercial buildings. Bevco Products, Ltd. (importing distributor), 199 Upper Edison Ave., St. Lambert, Quebec. WTD 3/28/62.

Germany

Prefabricated wood houses, 600-2,000 sq. ft. of dwelling space. "Burgland" Bau-und Grundstuecksgesellschaft mbH (importing distributor), Ludolfstr. 20, Hamburg 20. WTD 12/21/61.

Prefabricated houses. Karl M. Habermann (marketing consultant, broker), 56 Achenbachstr., Duesseldorf. WTD 3/19/62.

244 Wooden Containers

Norway

Wooden freight containers with removable or collapsible sides. A/S Empaco (importing distributor, manufacturer), 22 Skippergaten, Oslo. WTD 2/20/62.

249 Miscellaneous Wood Products

France

Insulation. Direct purchase and agency. Ets. Andre Letellier, S.A. (trader), 4 rue du General Foy, Paris 8. WTD 12/21/61.

Germany

Wood gift wares. Direct purchase and agency. Eugen Scheidt (manufacturer, wholesaler), 8 Falkenstr., Solingen-Ohligs. WTD 3/22/62.

251 Household Furniture

Denmark

Garden furniture. Agimex (importing distributor, manufacturer), 35 Vestergade, Silkeborg. WTD 3/23/62.

World Trade Directory Reports for Sale

Information on private foreign firms or individuals mentioned in the World Trade Leads and Investment Opportunities departments of Foreign Commerce Weekly is available to U.S. businessmen through World Trade Directory (WTD) reports.

WTD reports include such information as type of organization, sales territory, lines of goods handled, operation methods, size of business, capital, sales volume, trade and financial reputation.

These reports are available to qualified U.S. firms—or will be prepared on request—through the Commercial Intelligence Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., for $1 each. The reports also may be obtained through the Department's Field Offices.

Each request should specify the name and address of the firm or individual on which a WTD report is sought. If information on a particular firm is not on file in Washington, it will be requested from U.S. representatives abroad. To minimize delay, businessmen may authorize telegraphic request and reply, for which the Department of State will bill them direct.

252 Office Furniture

Italy

Wooden, metal office furniture. Purchase only through Italian agents or distributors for American firms. INAM-Instituto Nazionale per l'Assicurazione contro le Malattie (Government agency), Direzione Generale, Pervizio Provveditorato, Uff. I, Reparto I, Via Lucania 29, Rome.

253 Public Building, Related Furniture

England

School furniture. Educational Supply Association, Ltd., School Material Division (importing distributor, manufacturer), Pinnacles, Harlow, Essex. WTD 3/28/62.

259 Miscellaneous Furniture, Fixtures

Italy

Furniture for hospitals, clinics, chemical and bacteriological analysis laboratories. Purchase only through Italian agents or distributors for American firms. INAM-Instituto Nazionale per l'Assicurazione contro le Malattie (Government agency), Direzione Generale, Servizio Provveditorato, Uff. I, Reparto I, Via Lucania 29, Rome.

260 Paper

Germany

Woodpulp; kraftliner; special kraft paper, bleached and unbleached made from sulfite and sulfate pulp; crude emery paper; cable, insulating papers; packaging papers for paper bag, corrugated cardboard industries; special paper bags, similar packaging materials. Direct purchase and agency. Graeflich von Spee'sche Zentralverwaltung (importer, manufacturer), 9 Baeckerstr., Duesseldorf. WTD 2/5/62.

261 Pulp Mills

Germany

Mechanical woodpulp, kraft pulp. Deutsche Fibrit Gesellschaft Ebers & Dr. Mueller mbH. (manufacturer), 13 Marktstrasse, 731 Postfach, Krefeld. WTD 2/2/62.

263 Paperboard Mills

Germany

Kraftliner, paper fluting. Paul Emil Hoesch KG. (manufacturer), 11 Fahrbuehlstrasse, Dueren-Roelsdorf. WTD 3/22/62.

264 Converted Paper, Paperboard Products

Ceylon

Melamine-treated decorative paper, impregnated kraft paper. Ceylon Hardboard Corp. (manufacturer, State Industrial Corp.), 404 Bullers Rd., Colombo.

England

School stationery items. Educational Supply Association, Ltd., School Material Division (importing distributor, manufacturer), Pinnacles, Harlow, Essex. WTD 3/28/62.

Germany

High-quality wallpaper. Pesch KG (importing distributor, retailer), 22 Kaiser-Wilhelm-Ring, Koeln. WTD 4/4/61.

266 Building Paper, Building Board Mill Products

France

Building materials, such as insulation materials. Guyvarc'h & Le Deaut (trader), ave. Melchior, Kergroise, Lorient (Loire Atlantique). WTD 12/21/61.

Insulation materials for construction. Direct purchase and agency. Ets. Andre Letellier, S.A. (trader), 4 rue du General Foy, Paris 8. WTD 12/21/61.

Mexico

Felts. Direct purchase and agency. Intraco de Mexico (importing distributor), Dolores 16-504, Mexico, D.F. WTD 2/6/62.

273 Books

England

School textbooks. Educational Supply

Assn., Ltd., School Material Division (importing distributor, manufacturer), Pinnacles, Harlow, Essex. WTD 3/28/62.

280 Chemicals

France

Chemical products for paint, varnish, ink, plastic, abrasive, insulation industries. Direct purchase and agency. Société D. Mackain & Cie. (importing distributor), 33 rue de Ponthieu, Paris. WTD 12/21/61.

Chemicals for manufacture of paints, varnishes, plastics; basic products for electronic industry, such as resins. Direct purchase and agency. Marcel Eloy & Cie. S.A.R.L. (trader, importer, exporter), 68 rue de la Chaussee-d'Antin, Paris 9. WTD 11/16/59.

281 Industrial Chemicals

Ceylon

Formaldehyde. Ceylon Hardboard Corp. (manufacturer, State Industrial Corp.), 404 Bullers Rd., Colombo.

Chile

Chemical reagents. Carlos Maira S. (importer, wholesaler), Ahumada 340, Oficina 126, Santiago. WTD 3/13/62.

France

Synthetic iron oxide, pigments. Lemerle de Speyr & Cie. (manufacturer, importer), 2 rue Bertrand, Avignon, Vaucluse. WTD 2/20/61.

Orthocresol, fusel oil, pure paracresol and metacresol, cresylic acids, coal oils, phenolics. COFRATAL-Compagnie Franco-Italienne de Produits Chimiques (importer), 3 rue Vignon, Paris 8. WTD 12/21/61.

Phthalic anhydride, naphthalene, chrome salts, sodium, perborate, copper oxide, titanium oxide. Direct purchase and agency. Ets. Walsin N.C. Mattes (importing distributor, commission merchant), 14 rue Lesueur, Paris 16. WTD 12/21/61.

Pure chemicals for laboratory analysis, research laboratories, pharmaceutical control laboratories, nuclear research laboratories; inorganic chemicals. Direct purchase and agency. Fabriques de Produits Chimiques Billault, S.A. (trader, importer), 25 blvd. de l'Amiral Bruix, Paris 18. WTD 12/21/61.

Switzerland

Industrial chemicals. Direct purchase or agency. Laesser A.G. (importing distributor), 5-7 Gallusstrasse, Olten. After July 1 address will be: Oltnerstrasse, Aaburg. WTD 3/22/62.

282 Plastics, Synthetic Resins, Rubber, Other Manmade Fibers

Ceylon

Phenol, phenol formaldehyde, urea, urea formaldehyde, melamine, melamine formaldehyde, silicone parting agents used in laminating industry. Ceylon Hardboard Corp. (manufacturer, State Industrial Corp.), 404 Bullers Rd., Colombo.

France

Epoxy resins. Direct purchase and agency. Ets. O'Bay (importer, exporter, commission merchant), 29 rue Brunel, Paris 17. WTD 12/21/61.

Germany

Vinyl sheets, polyurethane, other foams and foaming agents, polyester. Deutsche Fibrit Gesellschaft Ebers & Dr. Mueller mbH. (manufacturer), 13 Marktstrasse, 731 Postfach, Krefeld. WTD 2/2/62.

Netherlands

Plastics for leatherware, lampshade industries. Technische Handelsonderneming Adrezdi (importing distributor), 73 Lange Nieuwstraat, Utrecht. WTD 12/21/61.

283 Drugs

British Guiana

All types of drugs; request urgent due to recent fire. Direct purchase and agency. C.A. Phillips, Ltd. (commission agent, distributing merchant), P.O. Box 209, Georgetown. WTD 1/19/60.

Chile

Drugs. Carlos Maira S. (importer, wholesaler), Ahumada 340, Oficina 126, Santiago. WTD 3/13/62.

Mexico

Ethical pharmaceutical products. Direct purchase and agency. Laboratorios Huba, S.A. (distributor), Degollado 195, Mexico 3, D.F. WTD 2/26/62.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Bahrain Islands

Detergents; toilet and laundry soap in cakes. Gholam Reza Kazerooni & Sons (importer, retailer, wholesaler, commission agent), P.O. Box 149, Bahrain. WTD 12/4/61.

Saudi Arabia

Toiletries. General Merchandising Store (importer, retailer, wholesaler, commission agent), P.O. Box 302, Amir Mohamed St., Alkhobar. WTD 2/11/62.

285 Paints, Varnishes, Lacquers, Enamels

Ceylon

Weather-resistant paints specially for aluminum sheets, wood veneers, hardboard. Ceylon Hardboard Corp. (manufacturer, State Industrial Corp.), 404 Bullers Rd., Colombo.

France

Paints. Guyvarc'h & Le Deaut (trader), ave. Melchior, Kergroise, Lorient (Loire Atlantique). WTD 12/21/61.

Paints. Direct purchase and agency. Ets. Andre Letellier, S.A. (trader), 4 rue du General Foy, Paris 8. WTD 12/21/61.

Germany

Varnishes, paints. Deutsche Fibrit Gesellschaft Ebers & Dr. Mueller mbH. (manufacturer), 13 Marktstrasse, 731 Postfach, Krefeld. WTD 2/2/62.

286 Gum, Wood Chemicals

France

Tar, bitumen, and their emulsions. Direct purchase and agency. Ets. O'Bay (importer, exporter, commission merchant), 29 rue Brunel, Paris 17. WTD 12/21/61.

287 Agricultural Chemicals

Chile

Pesticides and accessories. Carlos Maira S. (importer, wholesaler), Ahumada 340, Oficina 126, Santiago. WTD 3/13/62.

289 Miscellaneous Chemical Products

Ceylon

Synthetic resin adhesives suitable for laminating metal sheets such as aluminum to wood veneers, hardboard. Ceylon Hardboard Corp. (manufacturer, State Industrial Corp.), 404 Bullers Rd., Colombo.

Crude dusting sulphur. Carson Cumberbatch & Co., Ltd. (importing distributor), P.O. Box 24, Colombo. WTD 11/29/61.

Germany

Adhesives, impregnating agents. Deutsche Fibrit Gesellschaft Ebers & Dr. Mueller mbH. (manufacturer), 13 Marktstrasse, 731 Postfach, Krefeld. WTD 2/2/62.

295 Paving, Roofing Materials

France

Building materials, such as for roofing, insulation. Guyvarc'h & Le Deaut (trader), ave. Melchior, Kergroise, Lorient (Loire Atlantique). WTD 12/21/61.

Building materials, such as for roofing, insulation. Direct purchase and agency. Ets. Andre Letellier, S.A. (trader), 4 rue du General Foy, Paris 8. WTD 12/21/61.

306 Fabricated Rubber Products

Germany

Industrial rubber products, such as packing collars. Aug. Schwan & Co. (manufacturer, importing distributor), 22 Unterstr., Suechteln/Rhld. WTD 3/23/62.

Rubber conveyor belts; acid and oil proof V-belts; air hose, working pressure 7 atm., sizes: (i/d x wall thickness) 10 x 5 mm.; 13 x 6 mm.; 19 x 6 mm.; welding hose, working pressure 15 atm.; size for oxygen: i/d 6 mm. x wall thickness 5 mm.; size for acetylene: i/d 9 mm. x wall thickness 3.5 mm. Catalogs, descriptive literature requested. Farbwerke Hoechst, A.G., c/o Herr Ludwig Claus-Abteilung Einkauf-Technisch (manufacturer), Frankfurt am Main-Hoechst. WTD 12/21/61.

Mexico

Industrial rubber hose, belts. Direct purchase and agency. Intraco de Mexico (importing distributor), Dolores 16-504, Mexico, D.F. WTD 2/6/62.

Netherlands

Baby articles. Gompes & Schpektor (importing distributor), 372 Herengracht, Amsterdam. WTD 6/29/62.

307 Miscellaneous Plastics Products

Canada

Doors of all types, interior-finishing items for residential, commercial buildings. Bevco Products, Ltd. (importing distributor), 199 Upper Edison Ave., St. Lambert, Quebec. WTD 3/28/62.

France

Polyester panels or sheets, plastified floor coverings; other plastic building materials. Direct purchase and agency. Ets. Andre Letellier, S.A. (trader), 4 rue du General Foy, Paris 8. WTD 12/21/61.

Building materials, such as plastic coverings. Guyvarc'h & Le Deaut (trader), ave. Melchior, Kergroise, Lorient (Loire Atlantique). WTD 12/21/61.

Floor tiles of polyester, polystyren, fibrocement, stratified materials; all types of plastic materials for use in construction. Direct purchase and agency. Ets. Guilbert & Laval, S.A.R.L. (trader, importer), 10 rue Portalis, Paris 8. WTD 12/21/61.

Germany

Industrial plastics products, such as packing collars. Aug. Schwan & Co. (manufacturer, importing distributor), 22 Unterstr., Suechteln/Rhld. WTD 3/23/62.

Prefabricated plastic houses, 600-2,000 sq. ft. of dwelling space. "Burgland" Bau-und Grundstuecksgesellschaft mbH (importing distributor), Ludolfstr. 20, Hamburg 20. WTD 12/21/61.

Netherlands

All types of plastic products for handweaving for schools and institutions. Technische Handelsonderneming Adrezdi (importing distributor), 73 Lange Nieuwstraat, Utrecht. WTD 12/21/61.

New kitchen gadgets. Gompes & Schpektor (importing distributor), 372 Herengracht, Amsterdam. WTD 6/29/61.

Polyester ladders, plastics for roofing, plastic building materials. Gooische Glasen Verfhandel v/h Gebroeders Sukkel (importing distributor), 25 Ruitersweg, Hilversum. WTD 12/21/61.

Baby plastic articles. Gompes & Schpektor (importing distributor), 372 Herengracht, Amsterdam. WTD 6/29/61.

Saudi Arabia

Plastic household, kitchen items. General Merchandising Store (importer, retailer, wholesaler, commission agent), P.O. Box 302, Amir Mohamed St., Alkhobar. WTD 2/11/62.

Switzerland

Plastic sheeting PVC, floor covering PVC tiles and rolls, adhesive plastics PVC, plasticized table covers of colored woven fabrics. Direct purchase and agency. Schwarzmann & Co. (importer, trading firm), 56 Dufeurstrasse, Zurich. WTD 2/21/62.

311 Leather Tanning, Finishing

Netherlands

Suede and napa leather. Firma A. van Boxtel-Aussems (importer, commission merchant, manufacturer's agent), 108 Hoofdstraat, Kaatsheuvel. WTD 8/31/61.

312 Industrial Leather Belting, Packing

Mexico

Industrial leather hose, belts. Direct purchase and agency. Intraco de Mexico (importing distributor), Dolores 16-504, Mexico, D.F. WTD 2/6/62.

319 Leather Goods

Norway

Leather straps, fasteners for freight containers. A/S Empaco (importing distributor, manufacturer), 22 Skippergaten, Oslo. WTD 2/20/62.

322 Glass, Glassware

Canada

Doors of all types, interior-finishing items for residential, commercial buildings. Bevco Products, Ltd. (importing distributor), 199 Upper Edison Ave., St. Lambert, Quebec. WTD 3/28/62.

France

Cast-glass floor tiles. Direct purchase and agency. Ets. Guilbert & Laval, S.A.R.L. (trader, importer), 10 rue Portalis, Paris 8. WTD 12/21/61.

Germany

Fireproof household glassware of all kinds. Diedr. Lindemann (importing distributor), Hoher Weg 15. Hildesheim. WTD 12/21/61.

325 Structural Clay Products

France

Earthenware, stoneware tiles, mosaics. Direct purchase and agency. Ets. Andre Letellier, S.A. (trader), 4 rue du General Foy, Paris 8. WTD 12/21/61.

Building materials, such as bricks, tiles. Guyvarc'h & Le Deaut (trader), ave. Melchior, Kergroise, Lorient (Loire Atlantique). WTD 12/21/61.

327 Concrete, Gypsum, Plaster Products

France

Cement pipes, concrete rounds. Direct purchase and agency. Ets. Andre Letellier, S.A. (trader), 4 rue du General Foy, Paris 8. WTD 12/21/61.

Building materials, such as cement, lime, plaster. Guyvarc'h & Le Deaut (trader), ave. Melchior, Kergroise, Lorient (Loire Atlantique). WTD 12/21/61.

Kuwait Publication Offers Trade Lead Service

The *Trade Letters* of the Kuwait Chamber of Commerce and the U.S. Consulate General are offering a trade opportunity service to businessmen.

This publication has a circulation of over 2,000, including local firms and foreign companies planning to do business in Kuwait. An expanded trade opportunities section includes worldwide listings.

U.S. businessmen may send trade inquiries or proposals directly to the Chamber of Commerce, which also invites promotional literature and samples of goods for display.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

France

Building materials, such as asbestos-cement and grit pipes, insulating products. Guyvarc'h & Le Deaut (trader), ave. Melchior, Kergroise, Lorient (Loire Atlantique). WTD 12/21/61.

Building materials, such as asbestos-cement sheets, insulating products. Direct purchase and agency. Ets. Andre Letellier, S.A. (trader), 4 rue du General Foy, Paris 8. WTD 12/21/61.

Mexico

Asbestos fabrics, packings. Direct and agency. Intraco de Mexico (importing distributor), Dolores 16-504, Mexico, D.F. WTD 2/6/62.

330 Primary Metal Industry Products

France

Pure metals for nuclear research laboratories. Direct purchase and agency. Fabriques de Produits Chimiques Billault, S.A. (trader, importer), 25 blvd. de l'Amiral Bruix, Paris 18. WTD 12/21/61.

331 Steel Mill Products

British Guiana

Galvanized sheets; request urgent due to recent fire. Direct purchase and agency. C.A. Phillips, Ltd. (commission agent, distributing merchant), P.O. Box 209, Georgetown. WTD 1/19/60.

Ceylon

Polished stainless-steel sheets. Ceylon Hardboard Corp. (manufacturer, State Industrial Corp.), 404 Bullers Rd., Colombo.

France

Building materials, such as galvanized

steel sheets for roofs, corrugated sheets. Direct purchase and agency. Ets. Andre Letellier, S.A. (trader), 4 rue du General Foy, Paris 8. WTD 12/21/61.

Germany

Steelplate, process IIa, with manufacturer's certificate permanently stamped for identification; 500-1,000 m.; size 2 m. x 1 m. in following thicknesses, in mm.: 2, 4, 3, 5, 8, 10, 20, 25, 40, 50; made of (1) 0.15% C, 0.40% Si, 0.30% Mn, 18.00% Cr, 9.50% Ni, Ti; and (2) 0.12% C, 0.40% Si, 0.30% Mn, 18.00% Cr, 2.00% Mo, 10.00% Ni, Ti. Farbwerke Hoechst AG., c/o Herr Ludwig Claus-Abteilung Einkauf-Technisch (manufacturer), Frankfurt am Main-Hoechst. WTD 12/21/61.

Rolled sheet iron (DIN 1017-German industrial standard, similar to ASA), material ST 33 (according to DIN 17100), in lengths of 5 to 6 m. of following dimensions in mm.: 30 x 5, 40 x 6, 40 x 8, 50 x 10, 50 x 15, 60 x 8, 60 x 20, 70 x 12, 80 x 20; 3 to 5 metric tons of each size. Farbwerke Hoechst AG., c/o Herr Ludwig Claus-Abteilung Einkauf-Technisch (manufacturer), Frankfurt am Main-Hoechst. WTD 12/21/61.

Portugal

Tinplate for canning purposes, black and polished steelplates. Caius, Dias & Irmao, Lda., 453-A rue do Almada, Oporto. WTD 3/29/62.

335 Rolling, Drawing, Extruding of Nonferrous Metals

Ceylon

Aluminum sheets. Ceylon Hardboard Corp. (manufacturer, State Industrial Corp.), 404 Bullers Rd., Colombo.

Portugal

Aluminum, copper, brass plates, tubing, bars, profiles. Caius, Dias & Irmao, Lda. 453-A rua do Almada, Oporto. WTD 3/29/62.

336 Nonferrous Foundries

Netherlands

New kitchen gadgets. Gompes & Schpektor (importing distributor), 372 Herengracht, Amsterdam. WTD 6/29/61.

Saudi Arabia

Cast-aluminum household, kitchen items. General Merchandising Store (importer, retailer, wholesaler, commission agent), P.O. Box 302, Amir Mohamed St., Alkhobar. WTD 2/11/62.

339 Miscellaneous Primary Metal Industries

British Guiana

Nails, brads. Direct purchase and agency. C.A. Phillips, Ltd. (commission agent, distributing merchant), P.O. Box 209, Georgetown. WTD 1/19/60.

342 Cutlery, Handtools, General Hardware

British Guiana

Builders' hardware. Direct purchase and agency. C.A. Phillips, Ltd. (commission agent, distributing merchant), P.O. Box 209, Georgetown. WTD 1/19/60.

Netherlands

Hand tools. H. A. de Vries Ijzerhandel, N.V. (importing distributor), 15 De Kamp, Amersfoort. WTD 9/25/61.

Plastic furniture hardware. Technische Handelsonderneming Adrezdi (importing distributor), 73 Lange Nieuwstraat, Utrecht. WTD 12/21/61.

New kitchen gadgets. Gompes & Schpektor (importing distributor), 372 Herengracht, Amsterdam. WTD 6/29/61.

All types of small kitchen utensils, such as vegetable choppers, toasters, which retail up to $5 in the Netherlands. Handelsonderneming R. Marchant, N.V. (importing distributor), 6 Amsterdamschestraatweg, Utrecht. WTD 12/21/61.

Saudi Arabia

Cutlery items; household, kitchen articles. General Merchandising Store (importer, retailer, wholesaler, commission agent), P.O. Box 302, Amir Mohamed St., Alkhobar. WTD 2/11/62.

343 Heating Apparatus, Plumbing Fixtures

Netherlands

Gas-heated boilers for domestic, light commercial use. N.V. Handelsvereniging v/h Reiss & Co. (importing distributor), 120 N.Z. Voorburgwal, Amsterdam. WTD 12/21/61.

344 Fabricated Structural Metal Products

Canada

Doors of all types, interior-finishing items for residential, commercial buildings. Bevco Products, Ltd. (importing distributor), 199 Upper Edison Ave., St. Lambert, Quebec. WTD 3/28/62.

Germany

Prefabricated metal houses, 600-2,000 sq. ft. of dwelling space. "Burgland" Bau-und Grundstuecksgesellschaft mbH (importing distributor), Ludolfstr. 20, Hamburg 20. WTD 12/21/61.

Prefabricated houses. Karl M. Habermann (marketing consultant, broker), 56 Achenbachstr., Duesseldorf. WTD 3/19/62.

346 Metal Stampings

Netherlands

New kitchen gadgets. Gompes & Schpektor (importing distributor), 372 Herengracht, Amsterdam. WTD 6/29/61.

Small kitchen utensils, fruit presses which retail up to $5 in the Netherlands. Handelsonderneming R. Marchant, N.V. (importing distributor), 6 Amsterdamschestraatweg, Utrecht. WTD 12/21/61.

Saudi Arabia

Household, kitchen articles of stamped and spun aluminum, stainless steel, other metals. General Merchandising Store (importer, retailer, wholesaler, commission agent), P.O. Box 302, Amir Mohamed St., Alkhobar. WTD 2/11/62.

348 Miscellaneous Fabricated Wire Products

Mexico

Transmission chains. Direct purchase and agency. Intraco de Mexico (importing distributor), Dolores 16-504, Mexico, D.F. WTD 2/6/62.

349 Miscellaneous Fabricated Metal Products

Germany

Metal gift wares. Direct purchase and agency. Eugen Scheidt (manufacturer, wholesaler), 8 Falkenstr., Solingen-Ohligs. WTD 3/22/62.

Seamless pipe, with manufacturer's certificate, in lengths of 5-6 m. in following dimensions in mm.: 30 x 2.5, 44.5 x 2.5, 27 x 2.5, 89 x 3, 108 x 3. Farbwerke Hoechst AG., c/o Herr Ludwig Claus-Abteilung Einkauf-Technisch (manufacturer), Frankfurt am Main-Hoechst. WTD 12/21/61.

Norway

Portable steel or aluminum freight containers, approximately 8 x 8 x 10-20-40 ft.; also for refrigerated products. A/S Empaco (importing distributor, manufacturer), 22 Skippergaten, Oslo. WTD 2/20/62.

351 Engines, Turbines

Greece

Gasoline engines up to 3½ hp. Direct purchase and agency. "E.T.B.A."-Societe Hellenique de Representations Techniques et Industrielles, S.A. (importing distributor, manufacturer's agent), 29 Patissia St., Athens. WTD 12/21/61. Correspondence preferred in French, although English understood.

Netherlands

Two-stroke engines for gocarts, up to 100 cm.³. H.I.M., N.V. (importing distributor), 19 Catharina van Renesselaan, Utrecht. WTD 12/21/61.

Indian Firm Seeks Imports Of Chemicals, Ferroalloys

Modi Industries, a large producer of textiles, sugar, vanaspati, soaps, paints, varnishes, starch, and chemicals, is interested in importing yearly the following chemicals and ferroalloys in the quantities indicated:

Ferromanganese, 76 tons; ferrosilicon, 14 tons; alpha cellulose, 5.2 tons; ferromolybdenum, 1.6 tons; silico manganese, 14 tons; silicon carbide, 17 tons; iron powder, 62 tons; hausmannite, 1.2 tons; porphyr, 52 tons.

Interested suppliers may contact Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C., for complete specifications.

352 Farm Machinery, Equipment

Greece

Mechanical diesel cultivators, 6 to 12 hp.; hoeing machines; portable gasoline knapsack sprayers. Direct purchase and agency. Correspondence preferred in French, although English understood. "E.T.B.A."-Societe Hellenique de Representations Techniques et Industrielles, S.A. (importing distributor, manufacturer's agent), 29 Patissia St., Athens. WTD 12/21/61.

Netherlands

Hand, motor mowers. H. A. de Vries Ijzerhandel, N.V. (importing distributor), 15 De Kamp, Amersfoort. WTD 9/25/61.

Light tractors, up to 25 hp. Direct purchase and agency. Romeijn en Van Zanten (importing distributor), 12 Schelluinsestraat, Gorinchem. WTD 12/21/61.

All kinds of implements, tools for agricultural and cattle-farming purposes. Exclusive sales rights for Netherlands and Belgium. Handel-en Industrie Maatschappij Franken, N.V. (importing distributor, manufacturer's agent), 2 M.A. de Ruyterlaan, Goes. WTD 12/21/61.

Garden supplies, horticultural tools. H. J. Reesink & Co., N.V. (importing distributor), 7 Havenstraat, Zutphen. WTD 12/21/61.

353 Construction, Mining, Materials Handling Machinery, Equipment

Greece

Electric drilling machines. Direct purchase and agency. "E.T.B.A."-Societe Hellenique de Representations Techniques et Industrielles, S.A. (importing distributor, manufacturer's agent), 29 Patissia St., Athens. WTD 12/21/61. Responses preferred in French, although English understood.

Mexico

Traveling cranes, parts. Fabricaciones Estructurales, S.A. (manufacturer, distributor), Napoles 85-3 piso, Mexico, D.F. WTD 2/28/62.

Netherlands

Light transportation equipment used in warehouses and on factory premises. Direct purchase and agency. Romeijn & van Zanten (importing distributor), 12 Schelluinsestraat, Gorinchem. WTD 12/21/61.

Norway

Concrete mixers. Direct purchase and agency. A/S Norske Staalprodukter (importing distributor, manufacturer), Ths. Heftyesgate 41/50, Oslo. WTD 12/1/61.

Saudi Arabia

Water well drilling equipment, supplies. Hamad & Abdul Rahman Almojil, Almojil Drilling Co. (importer, retailer, contractor, wholesaler, commission agent), P.O. Box 91, Damman. WTD 3/17/62.

354 Metalworking Machinery, Equipment

Belgium

Electrical handtools, "do-it-yourself" tools for home workshops. Direct purchase and agency. Fl. Pardaen & Co., S.P.R.L. (importer, agent), 60 ave. de la Station, Vilvorde-Brussels. WTD 2/19/62.

Ceylon

Machinery for manufacture of corrugated metal sheets. Ceylon Hardboard Corp. (manufacturer, State Industrial Corp.), 404 Bullers Rd., Colombo.

Chile

Welding equipment, industrial machinery, tools. Carlos Maria S. (importer, wholesaler), Ahumada 340, Oficina 126, Santiago. WTD 3/13/62.

France

Metalworking tools including screw taps, dies, drills, milling-machine arbors. Direct purchase and agency. Outillage GVR (importer, manufacturer), 7 ave. Paul Doumer, Gournay-sur-Marne (Seine & Oise). WTD 12/21/61.

India

Nonferrous metal rod rolling machinery, such as coilers, roll-turning lathes, universal couplings, roll-bearing chokes; machinery for manufacturing ¼ in. copper rods and ⅜ in. aluminum rods, busbars of up to 6 in. or more in size. Devidayal Rolling & Refineries Pvt., Ltd. (manufacturer), Gupta Mills Estate, Darukhana, Reay Rd., Bombay 10. WTD 12/21/61.

Portugal

New-model machine tools for metallurgical, automobile industries. Caius, Dias & Irmao, Lda., 453-A Rua do Almada, Oporto. WTD 3/29/62.

355 Special Industry Machinery

Ceylon

Equipment for manufacture of synthetic adhesives such as phenol formaldehyde, urea formaldehyde; machinery for manufacture of melamine-treated paper, impregnated kraft paper; equipment for manufacture of plastic laminates such as melamine laminates. Ceylon Hardboard Corp. (manufacturer, State Industrial Corp.), 404 Bullers Rd., Colombo.

Denmark

Woodworking machinery for sawmills, furniture and building industries. Ludvig M. Larsen A/S (importing distributor), 175 Marselis Blvd., Aarhus. WTD 3/23/62.

France

Machines for shoe industry. Le Cuir Gomme (manufacturer), 29 ave. de Friedland, Paris 8. WTD 12/21/61.

Malaya

Small planing machines, 10-12 in. width; wood-mortising machines; 12 of each for trial. Leong Bee & Soo Bee, Ltd. (importing distributor), 1-3 McCallum St., Ghaut, Penang. WTD 3/19/62.

Netherlands

Do-it-yourself power equipment. H.A. de Vries Ijzerhandel, N.V. (importing distributor), 15 De Kamp, Amersfoort. WTD 9/25/61.

Norway

Bag filling, closing equpiment (except bag sewing machines) for flour and feedstuff mills, related industries. Direct purchase and agency. Frithjof E. Berntsen & Co. (importing distributor, manufacturer's agent), 6 Kr. Augustsgate, Oslo. WTD 8/4/61.

356 General Industrial Machinery, Equipment

Chile

Industrial washing machines. Carlos Maira S. (importer, wholesaler), Ahumada 340, Oficina 126, Santiago. WTD 3/13/62.

Germany

Compressors. Catalogs, descriptive literature requested. Farbwerke Hoechst AG, c/o Herr Ludwig Claus-Abteilung Einkauf-Technisch (manufacturer), Frankfurt am Main-Hoechst. WTD 12/21/61.

Netherlands

Gear, spindle, and specially designed pumps. N.V. Machinefabriek C. Maters (importing distributor, manufacturer), Havenstraat, Beverwijk. WTD 12/21/61.

Saudi Arabia

Pumps, water systems. Hamad & Abdul Rahman Almojil, Almojil Drilling Co. (importer, retailer, contractor, wholesaler, commission agent), P.O. Box 91, Dammam. WTD 3/17/62.

358 Service Industry Machines

France

Automatic food machinery for hotels, restaurants, institutions, including 2.5-24.5 gal. beater-mixers. Direct purchase and agency. SAMA ("Societe d'Appareils Menagers et d'Alimentation") (manufacturer, wholesaler, exporter), Aubusson, Creuse. WTD 2/16/61.

Germany

Industrial refrigeration, air conditioning; industrial vacuum cleaners, cleaning machines. Catalogs, descriptive literature. Farbwerke Hoechst AG, c/o Herr Ludwig Claus-Abteilung Einkauf-Technisch (manufacturer), Frankfurt am Main-Hoechst. WTD 12/21/61.

Japan

Automatic vending machines to heat and dispense hot dogs. Yagi Tsusho Kaisha, Ltd. (importer, exporter), 52 Kitahama Sanchome, Higashikli, Osaka. WTD 10/17/60.

Netherlands

Air-conditioning equipment for buses. I. Auerhaan & Zonen, N.V. (importing distributor), 36-38 Spuistraat, Amsterdam. WTD 12/21/61.

Netherlands Antiles

Ice cube makers for small, larger outlets, capacity from 100 lb. a day up. Direct purchase and agency. Leopoldo Gravenhorst (importer, retailer), 157 Breedestraat (0), Willemstad, Curaçao. WTD 1/15/62.

Saudi Arabia

Room unit air conditioners, commercial refrigerators. Mohamed Abdulrahman Alsaeed (importer, retailer, wholesaler, manufacturer, commission agent), P.O. Box 120, Alkhobar. WTD 3/18/62.

362 Electrical Industrial Apparatus

Chile

Welding equipment. Carlos Maira S. (importer, wholesaler), Ahumada 340, Oficina 126, Santiago. WTD 3/13/62.

Netherlands

Electric motors: 220 v., 50 c., approx. 10,000 r.p.m., direction of rotation reversible, suitable for flange mounting; requests literature, quotations for 1, 25, 50, 100, 500 units. N.V. Industriemaatschappij Transmark (importing distributor), 57 Hooftlan, Bussum. WTD 12/21/61.

363 Household Appliances

Belgium

Electrical household equipment. Direct purchase and agency. Fl. Pardaen & Co., S.P.R.L. (importer, agent), 60 ave. de la Station, Vilvorde-Brussels. WTD 2/19/62.

Denmark

Barbecues, garden articles. Agimex (importing distributor, manufacturer), 35 Vestergade, Silkeborg. WTD 3/23/62.

Netherlands

Household appliances and electric equipment. H.A. de Vries Ijzerhandel, N.V. (importing distributor), 15 De Kamp, Amersfoort. WTD 9/25/61.

Saudi Arabia

Refrigerators, washing machines. Mohamed Abdulrahman Alsaeed (importer, retailer, wholesaler, manufacturer, commission agent), P.O. Box 120, Alkobar. WTD 3/18/62.

369 Miscellaneous Electrical Machinery, Equipment, Supplies

Italy

X-ray machines, related equipment; electromedical equipment. Purchase only through Italian agents or distributors for American firms. INAM-Istituto Nazionale per l'Assicurazione contro le Malattie (Government agency), Direzione Generale, Servizio Provveditorato, Uff. I, Reparto I, Via Lucania 29, Rome.

Manila Firm Wants Additional Lines

Theo. H. Davies & Co., Far East, Ltd., Bonifacio Dr., Manila, is interested in expanding its line of products.

At present it handles a line of lubricants for sale to service stations, but since import licenses are no longer necessary, it would like to add various types of service station equipment and any other products that tie in with lubrication sales.

This firm is in a position to provide comprehensive distribution coverage of the Philippines.

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370 Transportation Equipment

Netherlands

Parts, accessories, supplies for automotive, streetcar, train, aircraft bodybuilding industry. I. Auerhaan & Zonen, N.V. (importing distributor), 36-38 Spuistraat, Amsterdam. WTD 12/21/61.

371 Motor Vehicles, Parts

Netherlands

New auto accessories. Gompes & Schpektor (importing distributors), 372 Herengracht, Amsterdam. WTD 6/29/61.

Spare parts, accessories for European automobiles. N.V. Technisch Bureau M. Weyerman (importing distributor), 130-34 Brouwersgracht, Amsterdam. WTD 12/21/61.

Heating equipment for buses. I. Auerhaan & Zonen, N.V. (importing distributor), 36-38 Spuistraat, Amsterdam. WTD 12/21/61.

381 Engineering, Laboratory, Scientific, Research Instruments

England

School scientific and laboratory equipment. Educational Supply Association, Ltd., School Material Division (importing distributor, manufacturer), Pinnacles, Harlow, Essex. WTD 3/28/62.

France

Laboratory equipment for chemical, pharmaceutical industries. Cofratal-Compagnie Franco-Italienne de Produits Chimiques (importer), 3 rue Vignon, Paris 8. WTD 12/21/61.

Italy

Equipment for chemical, bacteriological analysis laboratories. Purchase only through Italian agents or distributors for American firms. INAM-Istituto Nazionale per l'Assicurazione contro le Malattie (Government agency), Direzione Generale, Servizio Provveditorato, Uff. I, Reparto I, Via Lucania 29, Rome.

Philippines

Soil-testing laboratory equipment. Picspa Corp. (importing distributor, sales agent), 302 El Hogar Bldg., Juan Luna, Manila. WTD 10/24/61.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

Germany

Measuring instruments, i.e., temperature and pressure gages, volumeters, flowmeters, measuring and controlling systems. Catalogs, descriptive literature requested. Farbwerke Hoechst AG., c/o Herr Ludwig Claus-Abteilung Einkauf-Technisch (manufacturer), Frankfurt am Main-Hoechst. WTD 12/21/61.

384 Surgical, Medical, Dental Instruments, Supplies

Chile

Medical, hospital supplies. Carlos Maira S. (importer, wholesaler), Ahumada 340, Oficina 126, Santiago. WTD 3/13/62.

Germany

Protective work and safety articles for use in industrial plants, such as protective work clothes for welders, helmets, glasses, boots. Aug. Schwan & Co. (manufacturer, importing distributor), 22 Unterstr., Suechteln/Rhld. WTD 3/23/62.

Noninflammable or fireproof leather products, such as welders' aprons, foundry boots. Aug. Schwan & Co. (manufacturer, importing distributor), 22 Unterstr., Suechteln/Rhld. WTD 3/23/62.

Italy

Sterilization equipment, general equipment for hospitals, clinics; ophthalmic equipment. Purchase only through Italian agents or distributors for American firms. INAM-Istituto Nazionale per l'Assicurazione contro le Malattie (Government agency), Direzione Generale, Pervizio Provveditorato, Uff. I, Reparto I, Via Lucania 29, Rome.

Mexico

Protective equipment for workers. Direct purchase and agency. Intraco de Mexico (importing distributor), Dolores 16-504, Mexico, D.F. WTD 2/6/62.

394 Toys, Amusements, Sporting, Athletic Goods

Denmark

Camping articles. Agimex (importing distributor, manufacturer), 35 Vestergade, Silkeborg. WTD 3/23/62.

Germany

Mechanical toys, illumination and propulsion elements thereof. Direct purchase and agency. Wuellner & Mai, Werkstaette fuer Werbemittel (importing distributor, manufacturer's agent), Ziegelstr. 8, Hannover-Ahlem. WTD 12/21/61.

399 Miscellaneous Manufacturing Industries

England

All types of accessories for window and interior displays in stores. Direct purchase and agency. Arthur Shmerl Ltd. (manufacturer, wholesaler), 51 Conway Pl., Harehills Rd., Leeds 8. WTD 2/27/62.

Netherlands

All types of accessories, gadgets for ladies' handbags. Firma G. van Donk (importing distributor), 246 Amstel, Amsterdam. WTD 12/21/61.

New smokers' items. A. van Asperen, N.V. (importing distributor), 21 Stationsstraat, Utrecht. WTD 12/21/61.

LEADS FOR AGENCIES

Exclusive distributorship wanted only if specified.

201 Meat Products

Germany

Frozen turkeys; turkey legs, backs, necks, livers; fowls, fryers; frozen hog, beef livers, kidneys. Hans Herbert Koerner (manufacturer's agent), Huexter 14, Hamburg 11. WTD 12/21/61.

Saudi Arabia

Canned meat. Zamzam General Trading, Development & Industrial Co. (importer, retailer, wholesaler), P.O. Box 25, Dhahran Rd., Alkhobar. WTD 6/10/61.

202 Dairy Products

Saudi Arabia

Canned, powdered milk, cream; cheese. Zamzam General Trading, Developing & Industrial Co. (importer, retailer, wholesaler), P.O. Box 25, Dhahran Rd., Alkhobar. WTD 6/10/61.

203 Canning, Preserving Fruits, Vegetables, Seafoods

England

Frozen fruits, vegetables, fish. Halstead's Frozen Foods, Ltd. (importer, wholesaler), 112/120 Princess St., Bury, Lancashire. WTD 3/23/62.

Saudi Arabia

Foodstuffs, grocery items, canned seafoods. Zamzam General Trading, Development & Industrial Co. (importer, retailer, wholesaler), P.O. Box 25, Dhahran Rd., Alkhobar. WTD 6/10/61.

204 Grain Mill Products

Saudi Arabia

Packaged grains. Zamzam General Trading, Development & Industrial Co. (importer, retailer, wholesaler), P.O. Box 25, Dhahran Rd., Alkhobar. WTD 6/10/61.

209 Miscellaneous Foods

Saudi Arabia

Canned, packaged spices. Zamzam General Trading, Development & Industrial Co. (importer, retailer, wholesaler), P.O. Box 25, Dhahran Rd., Alkhobar. WTD 6/10/61.

211 Cigarettes

Saudi Arabia

Cigarettes. Zamzam General Trading, Development & Industrial Co. (importer, retailer, wholesaler), P.O. Box 25, Dhahran Rd., Alkhobar. WTD 6/10/61.

213 Tobacco, Snuff

Saudi Arabia

Chewing, smoking tobacco. Zamzam General Trading, Development & Industrial Co. (importer, retailer, wholesaler), P.O. Box 25, Dhahran Rd., Alkhobar. WTD 6/10/61.

220 Textile Mill Products

Australia

Materials for lingerie, corsetry, elastics, swimsuits, coats, suits, dresses, blouses, skirts, sports, beach, and leisure wear; knitted laces. Agency. Eric J. Herrnstadt (indent commission agent, manufacturers' agent, commission merchant), 41 Spring St., Melbourne, Victoria. WTD 3/26/62.

France

Sanforized denim, cotton fabrics, synthetic fiber cloth. Jos. Bensussan (manufacturer's agent), 21 rue Fauchier, Marseille 2. WTD 3/22/62.

225 Knitwear

Denmark

Classic sweaters, cardigans, women's twin sets. Freddy Topgaard (manufacturer's agent, manufacturer), 11 Klingseyvej, Copenhagen, Valose. WTD 3/22/62.

230 Apparel

Norway

Outer clothing of foam-laminated synthetic fabrics for adults, children. David Century (manufacturer's agent), Tollbugaten 30, Oslo. WTD 3/8/62.

233 Women's, Misses', Juniors' Outerwear

Denmark

Slacks, bathing suits, nylon stretch pants for women. Freddy Topgaard (manufacturer's agent, manufacturer), 11 Klingseyvej, Copenhagen, Vanlose. WTD 3/22/62.

251 Household Furniture

France

Household furniture. Responses in French only. Les Fabrications TAB (manufacturer, wholesaler, exporter), Oloron-Sainte-Marie, Basses-Pyrenees. WTD 3/28/61.

259 Miscellaneous Furniture, Fixtures

France

Decorative panels, related articles for home decoration, furnishings. Les Fabrications TAB (manufacturer, wholesaler, exporter), Oloron-Sainte-Marie, Basses-Pyrenees. WTD 3/28/61.

262 Paper Mill Products

India

Newsprint, 10,000 long tons annually in standard sizes in reels and/or sheets. M. A. Desai & Co. (wholesaler, retailer, manufacturer's agent), 106 Medows St., Bombay 1. WTD 12/21/61.

264 Converted Paper, Paperboard Products

Germany

Stationery of all kinds for sale in department stores. Karl August Esser (manufacturer's agent), 35 Im Heidewinkel, Duesseldorf-Gerresheim. WTD 3/26/62.

Saudi Arabia

Office stationery items. Zamzam General Trading, Development & Industrial Co. (importer, retailer, wholesaler), P.O. Box 25, Dhahran Rd., Alkhobar. WTD 6/10/61.

281 Industrial Chemicals

France

Basic chemical products and raw materials, especially for petroleum-chemistry, carbo-chemistry. Ets. Georges Lambert, S.A.R.L. (commission agent), 22 rue Chauchat, Paris 9. WTD 12/21/61.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

Germany

Uncompounded, unprocessed styrol-polymer and mix-polymeric resins with 60% and higher styrol contents; uncompounded, unprocessed vinyl and vinyl mix-polymeric resins; tar acid resins, except laminated, film, foil; unprocessed urea formaldehyde, melamine formaldehyde, other unprocessed amino resins, except laminated, film, foil. Otto Aldag (manufacturer's agent), Curslacker Neuer Deich 66, Hamburg-Bergedorf. WTD 11/24/61.

Netherlands

Laboratory plastics. J. H. Sleyster (manufacturer's agent), 72 Sportlaan, Amstelveen. WTD 12/21/61.

283 Drugs

Austria

Fine chemicals, raw materials for pharmaceutical industry. Agency. Wilhelm Klouzal (manufacturer's agent), 41/14/10b Baumgasse, Vienna III. WTD 3/28/62.

Saudi Arabia

Pharmaceutical, drugstore items. Zamzam General Trading, Development &

Industrial Co. (importer, retailer, wholesaler), P.O. Box 25, Dhahran Rd., Alkhobar. WTD 6/10/61.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Germany

Cosmetics of all kinds for sale in department stores. Karl August Esser (manufacturer's agent), 35 Im Heidewinkel, Duesseldorf-Gerresheim. WTD 3/26/62.

Saudi Arabia

Toiletries. Zamzam General Trading, Development & Industrial Co. (importer, retailer, wholesaler), P.O. Box 25, Dhahran Rd., Alkhobar. WTD 6/10/61.

307 Miscellaneous Plastics Products

Germany

Plastic kitchenware. Herbert Putzek (manufacturer's agent), Asemissen ueber Bielefeld 2. WTD 3/19/62.

Netherlands

Laboratory glassware. J. H. Sleyster (manufacturer's agent), 72 Sportlaan, Amstelveen. WTD 12/21/61.

Industrial plastic products such as tanks, containers for chemical, foodstuff, bakery, other industries; stockroom equipment. Handelsonderneming Dimco (manufacturer's agent), 78 Lessinglaan, Utrecht. WTD 12/21/61.

313 Boot, Shoe Cut Stock, Findings

Panama

Bows, lasts, box blanks, thread, laces, inner sole, heeling board, good used lasts and dies, midsole. Agencias Vicente L. Chin (distributor, manufacturer's representative), P.O. Box 5584, Estafeta Instituto, Panama. WTD 2/24/61.

322 Glass, Glassware

Germany

Household glassware, such as tumblers. Friedrich Schulte Jr. (manufacturer's agent), 1 Unnaerstr., Iserlohn/Westf. WTD 3/22/62.

326 Pottery

Germany

Kitchen articles. Herbert Putzek (manufacturer's agent), Asemissen ueber Bielefeld 2. WTD 3/19/62.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

Belgium

Colloidal bentonic clay for ceramics, foundries; petroliferous extraction muds. Agency. Rene Frere-Evrard, S.P.R.L. (importer, manufacturer, exporter), 164 ave. Victor Rousseau, Brussels. WTD 3/21/62.

330 Primary Metal Industry Products

Uganda

Silicomanganese in MN 65/70% Si-17.5% to 20% minimum; ferrosilicon in 75%-80% Si content minimum; pig iron Mn 10-12% Si-1.5% maximum; 40-50 long tons monthly of each. T. D. Dalwadi, Dalwadi & Co. (commission, sales agent), P.O. Box 700, Jinja. WTD 11/27/61.

331 Steel Mill Products

Spain

Cold rolled products. Comercial Espanola de Intercambios Mundiales, S.A. (COMERIMSA) (importing distributor) Sagasta 11, Madrid 4. WTD 9/1/59.

336 Nonferrous Foundry Products

Germany

Cast-aluminum kitchen appliances, utensils. Herbert Putzek (manufacturer's agent), Asemissen ueber Bielefeld 2. WTD 3/19/62.

Netherlands

Cast aluminum kitchen utensils. Agentuur & Commissieg-Handel Teruma (manufacturer's agent), 276 Keizersgracht, Amsterdam. WTD 12/21/61.

342 Cutlery, Hand Tools, General Hardware

Germany

Nonelectric kitchen appliances, utensils. Herbert Putzek (manufacturer's agent), Asemissen ueber Bielefeld 2. WTD 3/19/62.

346 Metal Stamping

Germany

Kitchenware of stamped and spun aluminum, stainless steel, other metals. Herbert Putzek (manufacturer's agent), Asemissen ueber Bielefeld 2. WTD 3/19/62.

Netherlands

Aluminum, stainless-steel kitchen utensils. Agentuur & Commissieg-Handel Teruma (manufacturer's agent), 276 Keizersgracht, Amsterdam. WTD 12/21/61.

349 Miscellaneous Fabricated Metal Products

Denmark

Valves for vacuum plants, water steam and chemical purposes; steering valves for hydraulic plants. Ingeniorfirmaet Kaj Casparij (manufacturer's agent), 27-29 Hovedgade, Kgs. Lyngby. WTD 3/22/62.

352 Farm Machinery, Equipment

Australia

Farm implements. Rural General & Technical Services Pty., Ltd. (distributor), 31A Mann St., Gosford, N.S.W.

Netherlands

Garden supplies, equipment. Firma Van Beek & Heyermans (manufacturer's agent), 90 Kromme Nieuwgracht, Utrecht. WTD 12/21/61.

Saudi Arabia

Office furniture. Zamzam General Trading, Development & Industrial Co. (importer, retailer, wholesaler), P.O. Box 25, Dhahran Road, Alkhobar. WTD 6/10/61.

353 Construction, Mining, Materials Handling Machinery, Equipment

France

Mechanical shovels, cranes, track-type equipment. Exclusive agency with financial responsibility. L'Equipement Mecanique (importer, exporter, retailer, manufacturer's agent), 49 blvd. Pereire, Paris 17. WTD 12/12/61.

Netherlands

Newly developed contractor's equipment. Agency. Koester's Handelsonderneming (manufacturer's agent), 36 Paltzerweg, Bilthoven. WTD 12/21/61.

354 Metalworking Machinery, Equipment

Denmark

Precision tools, machines. Ingeniorfirmaet Kaj Casparij (manufacturer's agent), 27-29 Hovedgade, Kgs. Lyngby. WTD 3/22/62.

France

Metalworking machinery and machine tools, such as drilling machines, lathes. Ets. Orand-Aymard (manufacturer's agent), 12-14a rue Ste.-Victoire, Marseille. WTD 3/15/62.

Germany

Electric handtools, tools for do-it-yourself home workshops. Karl August Esser (manufacturer's agent), 35 Im Heidewinkel, Duesseldorf-Gerresheim. WTD 3/26/62.

Netherlands

Garage handtools, materials, equipment. Koetser's Handelsonderneming (manufacturer's agent), 36 Paltzerweg, Bilthoven. WTD 12/21/61.

355 Special Industry Machinery

Norway

Sea water distillers for providing fresh water on ships. Johan Troye A/S Agenturforretning (manufacturer's agent), 221 Strandgaten, Bergen. WTD 3/8/62.

356 General Industrial Machinery, Equipment

Australia

Pumping equipment, such as pressure units, centrifugal and piston pumps, irrigation equipment. Rural General & Technical Services Pty., Ltd. (distributor), 31A Mann St., Gosford, N.S.W.

Denmark

Self-priming centrifugal pumps, high and low pressure pumps, special pumps for chemical purposes; auxiliary machinery for marine installations; water ring and high vacuum pumps, gages; drying and impregnation equipment for vacuum plants; oil pressure pumps, cylinders for hydraulic plants. Ingenior firmaet Kaj Casparij (manufacturer's agent), 27-29 Hovedgade, Kgs. Lyngby. WTD 3/22/62.

Netherlands

Hydraulic pumps, valves, all types of parts of hydraulic circuits. Rid-Air, N.V. (manufacturer's agent), 13 Amsterdamschestraatweg, Naarden. WTD 12/21/61.

357 Office, Computing, Accounting Machines

Saudi Arabia

Office, business machines. Zamzam General Trading, Development & Industrial Co. (importer, retailer, wholesaler), P.O. Box 25, Dhahran Rd., Alkhobar. WTD 6/10/61.

358 Service Industry Machines

Saudi Arabia

Room-type air-conditioning units, water coolers, fountains. Zamzam General Trading, Development & Industrial Co. (importer, retailer, wholesaler), P.O. Box 25, Dhahran Rd., Alkhobar. WTD 6/10/61.

362 Electrical Industrial Apparatus

France

Electric motors, electrical material. Ets. Orand-Aymard (manufacturer's agent), 12-14a rue Ste. Victoire, Marseille. WTD 3/15/62.

363 Household Appliances

Germany

Small electric household, kitchen appliances for sale in department stores, such as can openers, mixers, toasters, ironers. Karl August Esser (manufacturer's agent), 35 Im Heidewinkel, Duesseldorf-Gerresheim. WTD 3/26/62.

Netherlands

Electric household appliances. Handelsonderneming DIMCO (manufacturer's agent), 78 Lessinglaan, Utrecht. WTD 12/21/61.

Saudi Arabia

Electrical refrigerators, washing machines, heaters. Zamzam General Trading, Development & Industrial Co. (importer, retailer, wholesaler), P.O. Box 25, Dhahran Rd., Alkhobar. WTD 6/10/61.

365 Radio, Television Sets

Saudi Arabia

Television, radio sets. Zamzam General Trading, Development & Industrial Co. (importer, retailer, wholesaler), P.O. Box 25, Dhahran Rd., Alkhobar. WTD 6/10/61.

South Africa

Transistor radio, television sets, home recorders. D. G. Smithers (manufacturer's agent), 109 Dorp St., Stellenbosch. WTD 12/21/61.

366 Communication Equipment

Venezuela

Radio-communication systems. Distribution or representation. Sumatelco, C.A. (importing distributor, commission merchant, manufacturer's agent), Edificio Sudameris, Piso 3, Ave. Urdaneta, Caracas. WTD 3/20/62.

367 Electronic Components, Accessories

England

Electronic components, small electrical components. Salford Electrical Instruments, Ltd. (manufacturer), Peel Works, Silk St., Salford 3, Lancashire. WTD 2/21/62.

Venezuela

Electronic control apparatus. Distribution or representation. Sumatelco, C.A. (importing distributor, commission merchant, manufacturer's agent), Edificio Sudameris, Piso 3, Ave. Urdaneta, Caracas. WTD 3/8/62.

369 Miscellaneous Electrical Machinery, Equipment, Supplies

Netherlands

Electronic medical apparatus, particularly diagnosis, therapy, ultrasonic cleansing equipment. Sonomira Medisch-Technische Handelsonderneming (manufacturer's agent), 60 Kloveniersburgwal, Amsterdam. WTD 11/8/61.

372 Aircraft, Parts

Netherlands

Standard aircrafts parts, aircraft pipe fittings, accessories, ground-servicing equipment. Rid-Air, N.V. (manufacturer's agent), 13 Amsterdamschestraatweg, Naarden. WTD 12/21/61.

373 Ship, Boatbuilding, Repairing

Norway

Wishes to represent ship-repair yards, ship chandlers on both East and West U.S. coasts. Johan Troye A/S Agenturforretning (manufacturer's agent), 221 Strandgaten, Bergen. WTD 3/8/62.

379 Miscellaneous Transportation Equipment

South Africa

Automobile house trailers, equipment, lightweight, 8-14 ft. D. G. Smithers (manufacturer's agent), 109 Dorp St., Stellenbosch. WTD 12/21/61.

384 Surgical, Medical, Dental Instruments, Supplies

Austria

Safety clothing, accessories for radiation protection. Franz Schoerkhuber, Ausruestung fuer Industrie, Gewerbe und Forstbetriebe (manufacturer's agent), 25 Rotenturmstrasse, Vienna I. WTD 3/27/62.

Saudi Arabia

Safety equipment: Glasses, goggles, hoods, gloves, shoes. Zamzam General Trading, Development & Industrial Co. (importer, retailer, wholesaler), P.O. Box 25, Dhahran Rd., Alkhobar. WTD 6/10/61.

391 Jewelry, Silverware, Plated Ware

France

Imitation gems. Vita (manufacturer's agent), 12 Cours Mirabeau, Aix-en-Provence, B-d-R. WTD 3/15/62.

396 Costume Jewelry, Novelties, Buttons, Miscellaneous Notions

France

Costume jewelry. Vita (manufacturer's agent), 12 Cours Mirabeau, Aix-en-Provence, B-d-R. WTD 3/15/62.

399 Miscellaneous Manufacturing Industries

Netherlands

Frames for ladies' handbags. A. van Loon (manufacturer's agent), 28 Planterslaan, Leersum. WTD 12/21/61.

Deadline in India Extended For Erection of Sand Plant

Bid deadline for supply, erection, and commissioning of a sand plant to handle 10 tons of silica sand an hour has been extended from May 2 to May 16. Notice of tender SFM-62/09/5A-1 inviting bids by the Deputy Chief Mechanical Engineer, Chittaranjan Locomotive Works, Chittaranjan, West Bengal, appeared in FCW, Apr. 2, p. 549.

LEADS FOR IMPORTERS

Commodities are offered direct unless specified.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Austria

Sugo Pomona, tangy, tomato-flavored topping for spaghetti, rice, vegetable dishes, jams, preserves. Direct or through agents. Pomona-Obsvertwertung, Zernatto & Co. (manufacturer), St. Ruprecht b/Villach/Carinthia. WTD 3/29/62.

Denmark

Canned mussels. High quality, any quantity, in 5½-oz., 9-oz., 18-oz. cans. Vejle Mussels Industry (manufacturer), 44 Sct. Mathiasgade, Viborg. WTD 3/21/62. Sample of can label.★

208 Beverages

France

Cognac, other types of French brandies, in 75 cl. glass bottles, wooden casks (250-320 l. each). From good current to best quality. Large quantities. Direct or through agents. Comte F. de Roffignac, 8 rue Millardet, Cognac, Charente. WTD 7/10/61.

212 Cigars

Denmark

Large, small cigars, cheroots. Direct or through agents. A. M. Hirschsprung & Sonner A/S (manufacturer), 9 Tordenskjoldsgade, Copenhagen K. WTD 3/23/62.

228 Yarn Wools

Australia

Fine quality lambswool carpets. John Costello & Co., Pty., Ltd. (importer, exporter, manufacturer's representative), 116 Clarence St., Sydney. WTD 1/25/62.

England

Skin, carpet wools, tops, scoureds, greasies. Direct or through agent to cover whole territory of N.H., Mass., Conn., N.Y., Pa., Md., Ga., S.C., Ill. J. B. Ovenden, Ltd., Stanley Mills, Littletown, Liversedge, Yorkshire. WTD 3/23/62.

238 Miscellaneous Apparel

Denmark

Bedjackets, stoles. 100% pure wool, any quantity. Direct or through agents. S. Truelsen & Son A/S (manufacturer), 43 Bredgade, Herning. WTD 3/22/62. Descriptive material.★

242 Saw, Planing Mills

France

Seats of various types, such as chairs, armchairs; suspensions; wooden backs, related articles. Good quality. Direct or through agents or through licensing agreement. Les Fabrications Tab (manufacturer, wholesaler, exporter), Oloron-Sainte-Marie, Basses-Pyrenees. WTD 3/28/61.

Nigeria

Timber, fair average quality, per ton of 1,016 kilos; lumber, first and second, per cu. ft. Direct or through agents. A. C. Aihieco & Bros. (commission merchant), 20/6 Hausa Rd., P.O. Box 75, Sapele. WTD 3/15/62.

251 Wood Household Furniture

Mexico

Handmade luxury furniture (Spanish colonial as well as modern); $500,000 worth per year. To client's specifications. Direct or through agents. Manufacturera Intercontinental, S.A. (manufacturer), Ingenieros Militares 10, Naucalpan de Juarez, Edo. de Mexico. WTD 2/8/62.

314 Footwear

Belgium

Children's boots, shoes. High grade. Schoenfabriek Danny (Karel Louis D'Haens) (manufacturer, wholesaler, exporter), 7 Lindeveldstraat, Hofstade near Aalst. WTD 3/27/62.

317 Women's Handbags

France

Ladies' handmade evening handbags: beaded, brocade, steel; only fancy and deluxe quality. 1,000-2,000 pieces per year. Direct or through agents. G. Iran (manufacturer), 17 rue Saint-Augustin, Paris 2. WTD 4/7/61. Photograph.★

342 Miscellaneous Hardware

Mexico

Vacuum bottles, covered with hand-woven wicker; 50,000 a year. Direct or through agents. Termos de Mexico, S.A. (manufacturer), José Peon Contreras 148, México 8, D.F. WTD 2/8/62.

355 Food Products Machinery

Canada

Electric vegetable cutter (U.S., Canada pat. 1961), capable of cutting one gal. of vegetables in 1½ min., 250 lb. an hr. in cubes or sticks. Stainless steel and anodized aluminum. Approved by Canadian Standards Assn. Direct or through agents. Cupidon Enr. (manufacturer), Ste. Anne de la Pocatiere, P.Q. WTD 3/29/62.

396 Handicraft Novelties

Mexico

Mexican handmade arts, crafts. Direct or through agents. Mexart (exporter,

Bids . . .

(Continued from page 691)

are available from India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C.

Machines, four, core wire straightening, shearing, gagger forming for steel mill; tender SFM-62/09/32-A, 3:30 p.m. (I.S.T.) June 1. Deputy Chief Mechanical Engineer, Chittaranjan Locomotive Works, Chittaranjan, West Bengal. Tender documents available for $2.10 from India Supply Mission, Washington 8, D.C.

Iran

Antimony, 4,000 kg.; May 7. Armaments Dept., Iranian Army, Edareh Taslihate Artesh, DT/Section, ave. Jaleh, Tehran.★

Iraq

Steel plates, bars of various sizes; tender 11/62, May 26. Tender documents available for $2.80 (1 dinar) from Government Oil Refineries Administration, Baghdad.

Gas stoves for Ministry of Health; June 30. **X-ray equipment** for Ministry of Health Maternity Hospital in Karkh section of Baghdad; May 27. Terms, specifications available for $2.80 each from Secretary, Central Foreign Purchasing Board, Ministry of Finance, Baghdad.

Weighing machines for Margil wharves (Basra Port docks); tender 77/62, May 2.★ **Switchgear,** high tension 11 kv., and accessories; tender 78/62, May 2. **Tires, tubes** for motorcycles, other vehicles; tender 79/62, May 16.★

Tender documents available for $2.80 each from Director General, Iraqi Ports Administration, Basra.

Jordan

Vehicle-testing equipment; light- and heavy-duty **cranes, lifts, brake testers; wheel alinement testers** for autos, trucks; before May 30. Jordan Public Security Dept., Amman.★

Libya

Pharmaceutical supplies, medical equipment; tender 1/1962, noon May 26. Terms, specifications available from Pharmaceutical Director, Instituto Nationale per Assicuratione Sociale (National Social Insurance Institution), 138 Sciara Baladia, Tripoli.

Nigeria

Transmission line and **substations,** 33-kv.; Contract EA.627, noon May 24. Tender documents available from Secretary, Electricity Corp. of Nigeria, Headquarters, Private Mail Bag 2030, 13 Broad St., Lagos, for $70 (£25) deposit refundable on receipt of bona fide tender.★

Single phase house **meters,** 21,000; noon, May 23. Secretary, Electricity Corp. of Nigeria. Lagos.★

Sudan

Telephones, 1,000 central battery 50 v. table type; 750 automatic table, 250 each, ivory, green, red; 250 automatic with push buttons, ivory; contract 84, noon May 21.

Radio telephone **equipment,** 8 50/100 watt, HF, AM; contract 85, noon May 22.

Telephone line insulators, 100,000 porcelain; contract 86, noon May 23.

Copper wire, 90 tons hard drawn, 200/lb. a mile; contract 87, noon May 24.

Timber poles, 6,000, 18 ft. and 2,500 24 ft.; contract 88, noon May 28.

Nuts, bolts, 50,000 3 x ⅝ in.; galvanized mild steel complete with washer, steel square head coach screws, 6,000, 3 x ⅝ in., and ⅝ in. galvanized nuts, 6,000; contract 89, noon May 29.

Controller, Stores & Workshops, Dept. of Posts & Telegraphs, Light Industrial Area, Khartoum South.★

Taiwan

Urea plant fittings, including stainless-steel butt weld ends and alloy steel studs with two nuts; tender GFA-12092, 11 a.m. May 1.

Pipe, seamless aluminum, carbon steel, stainless steel; tender GFA-12091, 10 a.m. May 1.

Central Trust of China, Purchasing Dept., 68 Yen Ping Nan Lu, Taipei.★

wholesaler), Av. del Taller No. 22-2° piso, Mexico 8, D.F. WTD 3/27/62.

399 Miscellaneous Manufacturing Industry Products

Netherlands

"Skippy" pipes, all other types of smokers' requisites and souvenir articles. Any quantity desired. Direct or distributors sought in N.Y., Chicago, Portland, Oregon, San Francisco, Miami. Michiels-Arnold N.V., Bicotex Division (export merchant), 528-30 Heremgracht, Amsterdam. WTD 3/23/62. Illustrated literature.★

FOREIGN VISITORS

Scheduled arrival dates and U.S. addresses indicated.

Australia

Howard R. Gliddon, representing A. F. Agnew & Co. Pty., Ltd., 1245 Sydney Rd., Fawkner, Melbourne, Victoria, interested in **products in building industry:** builders' hardware, aluminum windows, insect screens, awnings, general items of sheet metal manufacture; also technical information. Apr. 20 via Seattle for 5 weeks; c/o K-Lath Corp., 204 W. Pomona Ave., Monrovia, Calif.; Irwin T. Mills, 501 Madison Ave., New York 22, N.Y. Itinerary: Seattle, San Francisco, Los Angeles, Chicago, Plainwell, Miami, New York.

Belgium

Bernard Van Ommeslaghe, representing Société Belge d'Economie Appliquee, S.A., 113 rue du Commerce, Brussels, interested in meeting with industrial organizations in field of **metal fabricated products** and **mechanical machinery** to promote licensing agreements with Belgian firms engaged in similar lines of activity. Apr. 15 via New York for 1 month; c/o Belgian Consulate General, Rockefeller Plaza, New York, N.Y. Itinerary: New York, Boston, Cincinnati, Cleveland, Detroit, Houston, Philadelphia, Pittsburgh.

Denmark

E. Wolthers Nielsen, representing A/S Alfred Benzon, 29 Halmtorvet, Copenhagen V, interested in negotiating with U.S. firm for manufacture under license of **proprietary medicines** and possibly **cosmetics** and **household products;** also technical information. Latter part of Apr. via New York for 2 months; c/o Royal Danish Consulate General, 18 E. 48th St., New York 17, N.Y.; Sheraton-Atlantic Hotel, Broadway and 34th St., New York, N.Y. Itinerary not definite but plans to visit both east and west coasts.

Germany

Heinz Grunert, representing Grula, Haus der modernen Kuechen, 53-57 Rotebuehlstrasse, Stuttgart 1, retailers of kitchen furniture and appliances, interested in meeting with manufacturers of all kinds of **electrical kitchen appliances** for purpose of importing these products into Germany; studying the American kitchen and visiting an American model kitchen for training purposes. Apr. 27 via New York for 2 weeks; c/o U.S. Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York 1, N.Y. Itinerary: New York, Chicago.

Mrs. Eleonore U. Sondermann, representing Kaiser & Co., Nassau/Lahn, West Germany, interested in contacting department stores and wholesalers of **household and kithen equipment.** Apr. 19 via New York for 6 weeks; c/o Harry Hyman & Son, 254 W. 54th St., New York 19, N.Y. Itinerary: Philadelphia, Chicago, New York, Washington, D.C., possibly other cities.

Willi Kirsch, representing Firma Willi Kirsch, 53 Karlstrasse, Munich 37, interested in import of **artificial leather** on polyethylene base for suitcases, purses, upholstery, decoration purposes; also technical information. Apr. 19 via New York for 6 weeks; c/o Manhattan Hotel, 44th-45th St. at Eighth Ave., New York 36, N.Y. Itinerary: New York, Boston, Peabody, Gloversville, Wilton, possibly other cities.

Japan

Keitaro Hiro, representing Kubota Iron & Machinery Works, Ltd., 22 Funade-machi 2, Naniwa Ku, Osaka, interested in visiting manufacturers of **asbestos-cement products.** Mid-April via Honolulu for 3 weeks; c/o Johns-Manville, 22 E. 40th St., New York 16, N.Y. Itinerary: Chicago, Los Angeles, New York.

Hiroshi Morimoto, Designing Engineer, Nippon Sharyo Seizo Kaisha, Ltd., 1-1 Sanbonmatsu-cho, Atsuta-ku, Nagoya, interested in meeting with manufacturers and users of **rolling stock.** Apr. 20 via San Francisco for 1 month; c/o Cummins Engine Co. Inc., Fifth and Union Sts., Columbus, Ind. Itinerary: San Francisco, Chicago, Columbus, New York.

Morihiko Takahashi, representing Aichi Electric Mfg. Co., Ltd. (Aichi Denki Kosakusho), 3880 Matsukawadocho, Kasugai City, Aichi Prefecture, interested in meeting with small- and medium-sized manufacturers of **transformers** and **electric machinery.** Mar. 30 via Seattle for 5 weeks; c/o U.S. Department of Commerce Field Offices on itinerary. Itinerary: Seattle, San Francisco, Los Angeles, Chicago, Washington, D.C., New York.

Libya

Saad Mohamed Bugaighis, representing Samco Libya, P.O. Box 492, Benghazi, interested in agencies and import of **heavy trucks, cranes, household appliances.** Apr. 16 via New York for 3 weeks; c/o Samuel Nakasian, 30 Rockefeller Plaza, New York, N.Y. Itinerary: New York, Chicago, Denver.

Netherlands

W. Wessel, manager, J. Walter Thompson Co., N.V., 141 Rijswijkstraat, Amsterdam West III, interested in meeting with U.S. firms interested in increasing trade with and/or investing in the Netherlands. Apr. 2 via New York for 3 months; c/o P. R. Albright, J. Walter Thompson Co., 420 Lexington Ave., New York, N.Y. Itinerary: New York, Chicago, Detroit, Toledo.

investment in

CHILE

$1.75

Published in 1960. Available from U.S. Department of Commerce Field Offices, or from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

NEW TRADE LISTS

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from this Division and from Department of Commerce Field Offices, Telephone WO. 7-4130 in Washington. The price is $1 a list.

Most lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated March unless otherwise indicated.

Business Firms—Angola.

Electronic Equipment, Electron Tube, and Other Electronic Component and Accessory Importers, Dealers, and Manufacturers—Federal Republic of Germany and West Berlin, April.

Electronic Equipment, Electron Tube, and Other Electronic Component and Accessory Importers, Dealers, and Manufacturers—United Kingdom, April.

Machinery and Equipment, Except Electrical Importers and Distributors—Netherlands Antilles, April.

Machinery Equipment and Supply, Electrical Importers and Distributors—Venezuela.

Nonalcoholic Beverage Manufacturers—Switzerland.

New Leads From 'Mission to Burma'

U.S. firms are invited to consider additional possibilities for joint-venture, partnership, or licensing arrangements with Burmese firms that resulted from the recent U.S. Trade Mission to Burma.

The listings that follow supplement the initial investment leads published in the April 16 issue of FOREIGN COMMERCE WEEKLY on page 672.

World Trade Directory reports are available from the Commercial Intelligence Division of the U.S. Department of Commerce for the initial three joint-venture or license opportunities:

● A joint venture is sought for the extraction of quartz, platinum, wolfram, and antimony ore.

A joint venture is also developing for operation of a plant to make wallboard and paper from straw and other local materials.

Pu Hla & Co., 32d St., Rangoon

● A firm engaged as an importer, exporter, and commission agent wants to establish a joint-venture or license arrangement with a well-known American firm to produce cosmetics.

Firm also seeks a joint venture to process drugs and medicines. Aung Thein Trading Co., 53—31st St., Rangoon.

● An importer and general contractor seeks a joint venture to make metal doors and windows, along with related building specialties.

Wants to buy plant equipment from United States through outright purchase or joint venture, depending on amount involved.

Htin Aung & Brothers, 12 Inya Rd., University P.O., Rangoon.

☆ ☆ ☆

Publication of other investment opportunities reported by the recent U.S. Trade Mission to Burma has been delayed because of the absence of WTD reports or of other information.

Because of the nature of the opportunities listed below, however, and their apparent importance to Burmese industrial development, these leads are being published at this time.

Every effort has been made to include only firms or individuals of good repute, but the U.S. Department of Commerce cannot assume responsibility for any transactions undertaken with these firms.

Where names of firms are not shown, additional information will be provided on request to the Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

013 Livestock Farms

Joint venture to develop dairy herd. Oriental Dairy Co., Ltd., 84th St., Mandalay.

110 Metal Mining

Purchase of tin dredge on joint-venture or deferred-payment basis. Now operating on property of former British company. Code 4-10-1

Joint venture to operate tantalite and columbite mine. Code 4-10-2.

Joint venture for wolfram and tin mining. Baho Trading Co., 23—28th St., Rangoon.

Wants partner to share in tungsten-mining operation. Hantha Nyunt Rice Mill, Upper Pazundaung, Rangoon.

131 Crude Petroleum, Natural Gas

Joint venture for oil production. Baho Trading Co., 23—28th St., Rangoon.

203 Canning, Preserving

Want to establish canning factory for fruits and juices, needs technical know-how. Code 4-203-4.

204 Grain Mill Products

Seeks joint venture in rice-milling plant. Hantha Nyunt Rice Mill, Upper Pazundaung, Rangoon.

Joint venture to provide up-to-date manufacturing equipment for established starch manufacturing plant. Code 4-204-3.

Joint venture for cattle feed manufacture. Code 4-204-4.

209 Miscellaneous Food Preparation

Seeks joint venture to grow and process peanuts. Code 4-209-2.

Manufacturer seeks license or joint venture for refining rice-bran oil to solve problem of free fatty-acid content. Code 4-209-3.

220 Textile Mill Products

Joint venture for textile weaving and spinning wanted by manufacturer of nylon products. Ideal Industrial Co., Ltd., 713A, Merchant St., Rangoon.

221 Broad Woven Fabric Mills, Cotton

Joint venture for complete textile plant approved by Burma Development Corporation. Code 4-221-1.

241 Logging Camps, Logging Contractors

Wants partner to enter teak export business. Hantha Nyunt Rice Mill, Upper Pazundaung, Rangoon.

242 Sawmills, Planing Mills

Wants contact with U.S. manufacturer of sawmill equipment and technical assistance to establish teak mill. Code 4-242-1.

Timber owner wishes to set up sawmill or joint venture. Code 4-242-2.

243 Prefabricated Structural Wood Products

Joint venture to manufacture prefabricated houses. Also wishes to license Indian patent to a U.S. firm. B. T. Brothers, Maymyo.

249 Miscellaneous Wood Products

Joint venture to buy equipment to process rattan cane for furniture. Nyun Htun Rattan & Bamboo Industries, 125, 38th St., Rangoon.

251 Household Furniture

Seeks cooperation from U.S. furniture importer to make and ship knockdown furniture. Burma Shipping & Trading Co., 645 Merchant St., Rangoon.

262 Paper Mills

Joint venture to manufacture writing

(See Burma, page 714)

Pharmaceutical Licenses Asked in Philippines

A substantial Manila pharmaceutical manufacturing company wants a license to produce American specialty pharmaceutical products not now represented in the Philippines.

The firm president plans to visit the United States from about June 5 until July 11 for discussions with American pharmaceutical concerns.

Write to Office of International Investment, 62-IO-44, U.S. Department of Commerce, Washington 25, D.C.

Potential Tourist Hotel Available in Nicaragua

A potential tourist hotel is available for purchase from the Jesuit Colegio Centro America, which has decided to sell its boarding school buildings and facilities in Granada, Nicaragua, to obtain funds to build a day school in Managua.

The school is located on Lake Nicaragua and has well-kept grounds.

The wings of the building contain some 40 small private rooms, many with bath, 2 very large dormitories, 2 large dining halls, and a large well-equipped kitchen with storeroom.

The plant also includes a 2-story private house, 2 garages, auditorium, swimming pool, and athletic field.

The assessed value is $500,000 and any reasonable offer will be considered.

Write the Jesuit Colegio Centro America, Aptdo. 2, Granada, Nicaragua.

Three Belgian Firms Seek Production of Machinery, Laundry Equipment, Resins

Three Belgian firms want either licensing agreements or joint ventures to make fatty acids and resins, dry cleaning and laundry equipment, or turret lathes and packaging machinery for the drawing of plastic film.

● Etablissements Raphael Pollet, 23 rue St. Brice, Tournai, seeks a licensing arrangement or joint venture with a U.S. chemicals manufacturer to produce sulfonated fatty acids, amides, and special resins used to manufacture varnish.

The company produces soft soap, glycerine, and linseed oil and oil cakes.

● Ateliers Menko, 51 rue St. Etienne, Zuen-Brussels, seeks a licensing arrangement or capital participation to produce dry cleaning and industrial laundry equipment. The company produces similar items.

● L. A. P. Constructions Mecaniques, 32 rue Drootbeek, Brussels 2, wants a manufacturer's license to produce turret and other kinds of lathes, as well as machines for drawing plastic film for packaging.

The company produces similar items and sells products to the Belgian military forces and to NATO.

Berlin Concerns Ask Varied Arrangements

Two German producers invite U.S. investors to participate in the manufacture of cosmetic or electrotechnical, electronic, and electro-acoustical products—by way of capital contributions, licensing arrangements, subcontractual relations, and management services.

● A cosmetics manufacturer wants to collaborate with a U.S. firm and will consider any reasonable proposal.

The firm is especially interested in capital participation.

It now produces skin creams in tins and tubes, as well as cold cream in tubes.

The present market for cosmetics in Berlin is considered to be quite good.

Write to Marylan GmbH, 22 Bluecherstr., Berlin SW 61.

● An electronics producer seeks a joint venture with an American firm to diversify its production and is particularly interested in subcontract work on electrotechnical, electro-acoustical, and electronic items.

The firm now makes communication equipment and hearing aids.

Write to Multiton Elektronik GmbH, 14-15 Erasmusstr., Berlin NW 21.

Senegal Spotlights Investments

Meat-Canning, Sugar, Woodworking, Metalworking Industries Cited

The Republic of Senegal offers specific possibilities for investment development in varied industrial and agricultural fields.

In considering a liberal investment code (FCW, Mar. 5, p. 374), the Government has prepared reports on the potential for a chemical and fertilizer industry (FCW, Mar. 12, p. 428), and for the sugar, woodworking and metalworking, meat-canning, and textile industries.

Copies of the reports, as well as import statistics, are available on request to the Foreign Investment & Licensing Division, Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Sugar Industry

Based on the consumption trend for imported raw sugar, the Senegalese report on possibilities in the sugar industry envisages a refinery, in the Dakar area, using imported raw sugar with a daily capacity of 150 to 200 metric tons, and the subsequent establishment of a refinery for the locally cultivated sugar cane in the Senegal River area.

The Dakar refinery would require an estimated initial investment of roughly $3 million (under 800 million CFA francs), in view of existing conditions.

Imports of sugar into Senegal, Mauritania, and Mali have increased at an annual rate of about 13% since 1949 and amounted to 75,000 metric tons in 1959.

Sugar consumption in the three countries in 1964 is estimated at 121,000 metric tons and in 1969, 197,000 tons.

Sugar consumption in Senegal alone is expected to exceed 50,000 tons in 1964.

Metalworking, Woodworking

A growing market can be expected to develop in Senegal for products of the woodworking and metalworking products industries, a Government report shows.

The industrial sector is highly developed and includes ship-repair facilities and manufacturing of miscellaneous household items, roofing materials, drums, and metal containers while the light industrial sector has already become relatively well developed.

Production facilities are readily available for expansion of the industry.

The Senegalese domestic market for metal products has been expanding at an annual rate of 8% and increases in this rate are expected in connection with the development of the tuna-canning and meatpacking industry and construction of a petroleum refinery—all of which will need to be provided with metal containers, pipes or tanks.

Domestic industries would have an advantage in supplying these new firms.

The report also mentions the possibility of exporting domestically manufactured agricultural equipment to other French-speaking West African countries.

Opportunities for expansion of woodworking industries are also discussed.

Within the period of the 4-year plan, it is estimated that it would be possible to increase output in the metalworking and woodworking industries by about $12.5 million (3 billion CFA francs). This development would be possible with a relatively modest investment.

Meat-Canning Industry

Although a meat-canning industry does not exist now in Senegal, a strong potential exists.

The report recommends Dakar as the logical site for a plant because of existing facilities, proximity to the urban market, and availability of materials. Because of these advantages, the required investment in the meat-packing plant should not exceed $260,000 (60 million CFA francs).

Customs statistics showed that canned meat imports for Senegal, Mali, and Mauritania amounted to 418 metric tons in 1959.

The Senegalese domestic market alone could absorb an annual production of about 150 tons of canned meat.

In addition, there would be a domestic market for byproducts—some 10,000 cattle hides could probably be absorbed by the local leather industry, tallow by soap factories in Dakar, and the bones, hoofs, and blood could go into poultry feeds.

S. African License Wanted For Pressure Tanks, Pipes

A manufacturing and construction firm, specializing in tanks and pipe fabrication, wishes to produce special pressure tanks for petroleum and chemicals as well as pipe specialties, under a licensing agreement.

Write to Cyclop Engineering (Pty.) Ltd., P.O. Box 124, Jeppestown, Johannesburg, Transvaal, Union of South Africa.

Mozambique Nut Plant Asks Funds

A Pakistani businessman who has lived in Mozambique for the past 35 years wants to obtain an investment or loan from a U.S. source to reacquire control of a cashew-nut processing plant.

The company was organized in 1950 and later expanded its operations by means of several loans from the Banco Nacional Ultramarino (BNU).

The bank gradually assumed control of the company but will return control to the original manager, Mr. Tharani, under the proposed arrangement:

1. The BNU would turn over 11,500 shares, valued at $396,142, payable in 4 equal annual installments, free of interest.

2. The balance of about $600,000 would be paid later in 6 equal annual installments with interest at 2.5% a year.

3. Management control would be surrendered to Mr. Tharani immediately who reportedly is the only qualified technician in Mozambique in the cashew nut field.

The average annual value of exports of nuts and shell oil to the United States over the 1955-60 period amounted to $860,088.

The proposed arrangement is reported to be agreeable to BNU headquarters as well as to the Sub-Minister for Economic Development of the Portuguese Government.

☆ Mr. Tharani will arrive in New York about April 23 for interviews with U.S. bankers and potential investors and may be reached by writing: Mr. Jiwa Jamal Tharani, c/o Mitchel Beck Co., 105 Hudson St., New York 13, N.Y.

Burma . . .

(Continued from page 712)

and printing paper from imported pulp. Code 4-262-1.

263 Paperboard Mills

Wants loan on installment terms to purchase machinery to make cardboard from rice straw. Will build factory on company land. Nu Industry, Ltd., 290 Barr St., Rangoon.

281 Industrial Inorganic, Organic Chemicals

Contractor seeks joint venture to manufacture caustic soda. National Trading Co., 85 Keighley St., Rangoon.

282 Plastic Materials, Synthetic Resins

Seeks American know-how through licensing or joint venture to manufacture expanded polystyrene articles. Code 4-282-3.

Seeks joint venture to make building materials and builders hardware. Aung Kyaw Lin Co., 44—36th St., Rangoon.

284 Cosmetics, Soaps, Detergents

Seeks joint venture or license for cosmetics manufacture, including technical guidance. Code 4-284-3.

Soap manufacturer wants license or joint venture to modernize facilities for soap or detergent production. Code 4-284-4.

326 Pottery, Related Products

Wants to enlarge pottery plant on joint-venture basis. Burma Pottery, Ltd., 74E Inya Rd., Rangoon.

335 Rolling, Drawing, Extruding of Nonferrous Metals

Seeks joint venture to make plastic-insulated electric wire. U. Maung Maung & Son, Ltd., 189 Maung Taulay St., Rangoon.

Joint venture wanted on aluminum rolling-mill installation by experienced manufacturer. Code 4-335-2.

472 Arrangement of Transportation

Desires joint venture in travel and tour agency. Olympic Tours, 157 Bo Aung Gyaw St., Rangoon.

890 Miscellaneous Services

Technically trained, former government official offers services as consultant to U.S. firms interested in manufacturing or mining ventures in Burma. Has general information study of Burmese economy.

Wishes to represent U.S. firms in negotiations with Burmese Government and in studies relative to industrial plants, mining ventures, mineral processing, joint venture, and licensing agreements. Can make technical, scientific, and commercial translation to Burmese. Code 4-89-1.

Miscellaneous

Wants joint venture with U.S. manufacturer of agricultural parts, laundry machinery, and building materials. Than Lwin Overseas Trading Co., 242-A Lewis St., Rangoon.

Wants license for ballpoint pen assembly, manufacture of light household building materials, and assembly of air-conditioning equipment. Tavoy Trading, Ltd., 441/445 Maha Bandoola St., Rangoon.

Wire Rope, Steel Furniture Plants Suggested in India

Two Indian plants are proposed to manufacture steel office furniture or wire rope for which technical and financial assistance or joint-venture operations are sought.

● A joint venture to make steel office furniture is offered by a Calcutta firm.

It is proposed that:

1. A new organization either take over the existing company or operate as a separate entity.

2. Capital supplied by Indians comprise 51% of the project and foreign capital, 49%. Up to 51% participation by a U.S. investor would be considered, by mutual agreement.

An outline of the proposed manufacturing project is available to firms that can provide technical know-how.

Address requests to Office of International Investment, Code 62-IO-43, U.S. Department of Commerce, Washington 25, D.C.

● A joint-stock corporation, now engaged in the manufacture of domestic refrigerators, washing machines, and bus bodies seeks capital participation or a foreign-exchange loan and technical collaboration to set up a wire-rope plant.

Company proposes to manufacture 6,000 tons of steel wire rope yearly.

Such a factory would cost an estimated $2,520,000—capital for fixed assets would be $1,785,000 and working capital, $735,000.

Foreign-exchange requirements for importing plant and machinery are estimated at about $1,050,000 to be raised by either capital participation or foreign-exchange loan.

Tentative estimates indicate that a production of 6,000 tons would enable the company to earn a profit of $611,000 in a year, subject to taxation.

Write to the Indian Investment Center, 630 Third Ave., New York 17, N.Y.

Graphite Mines Offered In Malagasy Republic

Two graphite mining concessions situated on the east coast of the Malagasy Republic are available for purchase at about $81,000.

Documentation in French concerning the graphite deposits, including descriptions of the existing buildings and equipment, is available from Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Write to E. Miconin & E. Pochard, 10 Place General Leclerc, Tananarive, Malagasy Republic.

Manufacture of Auto Parts, Dry Batteries Sought By Moroccan Companies

Two companies in Morocco want varied arrangements with U.S. firms in order to produce automotive spare parts or dry batteries.

● The first firm wants to expand its present activities to manufacture certain automotive spare parts for the local market and, eventually, for export.

The firm would like to contact U.S. companies producing valves, clutches, bearings, and spark coils and those producing machines to make parts.

In connection with spark plugs and shock absorbers, U.S. manufacturers are asked to participate in a company to produce these articles locally under license.

Additional information is available from the Office of International Investment, Code 1-371-1 U.S. Department of Commerce, Washington 25, D.C.

● The second company wants to study battery manufacturing and also contact U.S. manufacturers of the necessary machines for dry-battery production.

Development of a joint venture in setting up and operating such a plant is desired. Address Office of International Investment, Code 1-369-1, U.S. Department of Commerce, Washington 25, D.C.

Screen Printing Machines Sought by German Concern

A manufacturer wishes to enter into a licensing arrangement to produce screen printing machines and screen printing automatons.

This established company makes screen printing machines and specially designed textile and mining apparatus.

Write to Mr. Fritz Horn of A. Knappstein, KG, 27-27a Veilchenstr., Wuppertal-Barmen.

Plywood Plant Proposed In Burma

A manufacturer of timber products in Burma seeks a joint venture to establish a plywood plant.

Is now reported to have a license for a lumber mill and would have no difficulty in getting a license for plywood manufacture.

The venture would require an investment of about $1 million.

Write the Office of International Investment, Code 4-243-1, U.S. Department of Commerce, Washington 25, D.C.

Four U.K. Firms Ask Arrangements To Manufacture Variety of Products

Four English firms are interested in licensing arrangements with U.S. companies to manufacture either agricultural implements, light engineering products, professional cinematographic and studio equipment, or various waterproofing products.

● The Brook Welding Co., Ltd., 29 Grafton Rd., Sparbrook, Birmingham 11, seeks a licensing agreement to make products involving welded steel fabrications, stainless steel, and aluminum alloys.

It is particularly interested in producing agricultural equipment.

Although the firm prefers royalties, it is prepared to discuss any other type of compensation.

The company says it has a modern and fully equipped plant which is capable of building a product in its entirety; it is now using only half of the plant's capacity.

● H. Miller & Co., Ltd., Aston Brook St., Birmingham 6, wants a licensing agreement to produce light industrial products in the United Kingdom.

The company is willing to invest capital in new equipment in exchange for technical know-how.

This established firm produces cycle dynamo-lighting sets, motorcycle generators and lighting equipment, marine electrical equipment, and cable harnesses. It has two factories—the main one in Birmingham and another one in Scotland.

Illustrated material is available on loan from the Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

● The Rank Kalee Division of the Rank Organization seeks a licensing agreement with U.S. firms to produce professional cinematographic and studio equipment in the United Kingdom.

This division produces cinematographic equipment, cameras, binoculars, lenses, studio equipment, and accessories.

Write to R. G. C. Baker, Deputy Division Executive, The Rank Organization, Rank Kalee Division, Woodger Rd., London W.12.

● A manufacturer in the United Kingdom wants to license a U.S. producer to make items for the waterproofing of building structures, treatment of floors, workability aids, admixtures and waterbars for concrete construction, and specialized decorative finishes for cement, brickwork, and asbestos.

The company makes these products and is interested not only in a U.S. firm that could produce them, but also one that has a good selling organization in the fields where such products are used.

The British firm actively produces admixtures for the waterproofing, plasticizing, curing, case hardening, and coloring of cement, concrete, specialized paints, and allied lines for building and constructional work. These products are said to be extensively used. The company also enjoys a good commercial and financial reputation.

In exchange for patents, processes, and techniques, the firm would consider a cash settlement, royalty payments, stock in the U.S. enterprise or profit sharing as acceptable methods of payment.

Illustrated material is available on loan from the Office of International Investment, Code 1001, U.S. Department of Commerce, Washington 25, D.C. Identity of the firm will be furnished upon request.

Honduran Woods, Fruits, Offer Possibilities For Commercialization

U.S. firms are invited to consider the commercial possibilities of the varied fruits and hardwood resources of Honduras.

● Oranges, limes, pineapples, grapefruit, papayas, and mangos, as well as other exotic tropical fruits, are grown successfully in Honduras, reports from Tegucigalpa state.

Many of these fruits now are lost, without the proper facilities to process or store them.

A new hydroelectric station will soon be in operation and could provide power for processing surplus fruit as frozen concentrates.

● The abundance of standard hardwoods offers an opportunity to build fine furniture for the U.S. market.

Hand-carved or smooth-finished cabinets could be made for use as TV, radio, or stereo cabinets.

● The abundant hardwoods could also be used to manufacture toys and games.

Drydock facilities in the Caribbean area are inadequate for oceangoing vessels and the Bay Islands might be a logical place to establish such a facility. Labor for such a project is available.

U.S. firms interested in these investment possibilities in Honduras should write to the Office of International Investment, U.S. Department of Commerce, Washington 25, D.C., stating their specific field of interest.

Venezuela Economy Rises; New Oil Exploration Seen

CARACAS—President Betancourt in his March 12 opening address to the Congress reviewed progress and accomplishments in 1961 and announced economic goals for 1962 through 1965, stressing industry (11.1% annual growth), agriculture (9.8% annual growth), and provision of economic infrastructure, both material and social, the U.S. Embassy reports.

Principal emphasis is on creation of new jobs (500,000 by 1965) and reduction of unemployment from the present officially estimated 12% of the labor force to 8½% by the end of 1962 and 4½% by 1965.

Realization of these goals, however, will depend on an estimated 4% annual growth of petroleum production, on substantial investment, in part financed by foreign loans and investments, and on a strong recovery in the private sector of the economy.

Despite political uncertainties, Venezuela's business situation developed favorably during February.

Retail sales were generally strong, electricity consumption rose, and a number of industries reported rising orders.

Activity on public construction projects in Caracas also increased.

Import tonnage in February exceeded that of the corresponding month of the previous year for the eighth consecutive month.

Some substantial new investments and capitalization increases also were reported.

Better utilization of the country's oil reserves is planned.

Important changes in the exchange rate structure were foreshadowed by publication of the Ministry of Finance's annual Memoria to the Congress, which included a study of the possible effect of an upward revision of the rate of exchange (now 3.09 bolivares per U.S. dollar) sold by petroleum companies to the Central Bank.

Although the petroleum exchange rate has not been changed, the number of items on the Controlled Market List was drastically reduced. By decrees effective April 2, the Government issued a new Controlled Market List of about 100 tariff classification items which supersedes the old list of over 1,100 items (FCW, Apr. 16, 1962, p. 665).

Only items on the new list are eligible for payment at the official rate of exchange (3.35 bolivares per U.S. dollar). All other imports are subject to the official free rate of exchange (4.54 bolivares per U.S. dollar as of April 4, 1962).

A Register of Industrial Projects to be administered by the Ministry of Development's Direccion de Industrias was established by Presidential Decree in February.

Registration by all natural or juridical persons intending to establish an industrial enterprise whose total investment exceeds about $22,000 (100,000 bolivares) is to be an indispensable prerequisite for obtaining such benefits as tariff protection, technical and credit assistance, and tax exemption.

Existing industrial establishments that intend to expand their total installed capacity to a value exceeding about $22,000 (100,000 bolivares) also are required to make prior registration of such projects.

Governing regulations as to fees and other requirements for registration are to be established by the Ministry of Development.

The Government's responsibility for planning and stimulating production, as well as the necessity for greater coordination of industrial development, were cited in justification of the decree.

Recovery Signs Cited

President Betancourt, while recognizing that the recession was lasting longer than anticipated, pointed to several signs of recovery.

He noted that capital subscription in companies in the Federal District (Caracas) had increased from 577 million bolivares in 1960 to 1,130 million in 1961.

He also stated that commercial sales in the Metropolitan area, down to 3,086 million bolivares in 1960, had climbed to 3,225 million in 1961. The production index rose from 189 to 209.

The President pointed out that although the construction industry was still depressed the Recovery Plan and creation of an Urban Housing Fund would provide some measure of relief.

Economic indicators showed that in spite of the slowdown caused by extremist disturbances in January and early February business generally rebounded during February.

As a first indicator, domestic consumption of electric power in the Metropolitan Caracas area jumped to a new all-time high; industrial power consumption, after consecutive drops in December and January, rebounded well above last year's average and 8% over February a year ago; although it did not reach the level of last fall's highs, the downward trend of the previous 2 months was sharply reversed.

Commercial establishments, always upset most by disturbances, used less electricity than usual.

Cement production dropped substantially to the lowest point in over a year.

Retail sales, on the other hand, curtailed during the troubles, bounced back satisfactorily in February, with stores in many cities in the interior of the country and in workers' areas enjoying extremely good business.

The continuing effect of the industrialization program was dramatized by new investments or heavy increases in capitalization in a few companies (a tie-up of Weyerhauser Lumber Co. with Venezuela's largest paper producer; culmination of past planning by Creole Investment Corp. resulting in associations with several local industries); and the appearance of many new made-in-Venezuela products on the market, some evidencing investment or licensing arrangements

Austria Plans 1962 Bond Flotations

VIENNA—Domestic bond flotations in 1962 are expected to total an amount not exceeding the equivalent of $76.9 million (2 billion Austrian schillings), the lowest level since 1957, according to the U.S. Embassy.

The following issues are planned: The equivalent of $19.2 million (500 million schillings) for a Government loan, $11.5 million (300 million schillings) for the Flood Relief Fund, $3.8 million (100 million schillings) for the Housing Reconstruction Fund, and $38.5 million (about 1 billion schillings) for the electric power industry.

This spring, the Austrian Government intends to place on the Swiss capital market a bond issue totaling the equivalent of $11.5 million (50 million Swiss francs).

The Government may raise additional foreign loans in the fall.

The electrical power industry and some nationalized enterprises plan to obtain a portion of their investment requirements abroad (FCW, Apr. 16, 1962, p. 647).

The city of Vienna also intends to borrow the equivalent of $19.2 million.

Inasmuch as it is assumed that the Austrian National Bank will raise objections to an excessive influx of foreign capital, foreign borrowing may not reach the contemplated level.

with foreign affiliations.

The Government Steel Mill started delivering barbed wire to the local market and pig iron for export, both now being produced at the steel plant in addition to seamless steel pipe.

Preliminary estimates indicate that Venezuela's gross territorial product in 1961 was 26,810 million bolivares (1957 prices)—representing a 1.4% increase over 1960 (26,433 million bolivares), the Central Bank announced.

The limited production increase in combination with a high rate of population increase resulted in a decrease in per capita income of about 1.2% during the year.

Gross Product Composition Changes

The composition of gross territorial (domestic) product also changed. Petroleum production continued to grow at almost the same rate as in 1960 (3%), but mining production decreased by about 28%, resulting from a large decrease in demand for Venezuelan iron ore.

Manufacturing production, which decreased almost 4% in 1960, was up about 9% in 1961 as Government protectionist measures and other steps to encourage growth took effect.

A decline in the construction industry, pronounced in 1960, was even more severe in 1961 as output declined 28%.

There appeared to be a definite upturn in production in the last quarter of 1961, especially in the construction industry which was stimulated considerably by Government action.

An agreement was signed with the Export-Import Bank authorizing a credit of $7.5 million to the Government's development corporation, Corporacion Venezolana de Fomento (CVF), for use in its program for promotion of small and medium-sized industries.

CVF has already obtained a loan for $10 million from the Inter-American Development Bank and a credit with the Banque de Paris et des Pays Bas for import of industrial equipment.

Central Bank foreign exchange reserves on January 31 were $573 million, slightly higher than on December 31.

The Central Bank's sight deposits, which were low during most of the month of January, were boosted during the last week of the month as petroleum companies purchased dollars to pay 1961 income taxes.

Reserves were reported to have fallen substantially in February.

New Oil Policy Set

The Minister of Mines and Hydrocarbons announced a new official policy aimed at having the petroleum industry increase its exploratory drilling programs on the 9.9 million odd acres of sedimentary deposits they now hold under concession and of which, according to the Minister, only some 1.2 million acres are being used effectively.

The Minister bases the policy on the need of the Government to know the magnitude of its petroleum reserves in order to permit better planning of the country's future petroleum development and for the Government to plan its economic development program.

The Government will review the industry's exploratory programs to determine by company and concession the wells drilled, being drilled, or programmed for drilling, to ascertain whether the concessions are being properly developed.

President Betancourt pointed out that the petroleum industry's exploration activities declined steadily through the period 1959-61 and that the proven petroleum reserves decreased from 2,765 million cubic meters in 1960 to 2,680 million cubic meters in 1961.

He stated that the Government will review exploratory drilling programs to insure that the industry is planning to perform exploratory activities consonant with the concessionaire's obligations and the public interest.

Petroleum production is continuing to establish new records.

Production for February averaged 3,237,000 barrels a day compared with 3,078,000 barrels a day in February 1961.

The average for 1962 to date is 4.68% higher than for the same period last year.

On the agricultural front, the National Planning Agency (CORDIPLAN) announced that Venezuela would be self-sufficient in 10 major crops in 1962 and in 46 crops by 1966.

A joint U.S.-Venezuelan research program aims to improve beef production in the llanos. Coffee producers were encouraged by a new Agricultural Bank system of credits.

U.S. Merchandise Exports Increase

U.S. exports of domestic and foreign merchandise, seasonally adjusted and excluding Department of Defense Military Assistance Program Grant-Aid shipments, were valued at $1,828.2 million in February, according to the U.S. Bureau of the Census.

This total represented an increase of about 10% over the January seasonally adjusted total of $1,660 million.

With Military Assistance Program Grant-Aid shipments excluded and unadjusted for seasonal change, the February export total reached $1,690.3 million, an increase of about 6% over the comparable January total of $1,591.8 million.

Unadjusted for seasonal variation but including Military Assistance Program Grant-Aid shipments, the February export total was valued at $1,752.5 million, about 7% higher than the January unadjusted total of $1,642.2 million.

Increases were reported in all but 2 of the 11 major commodity groups.

Exports of metals and manufactures, except machinery and vehicles, decreased; chemicals and related products dropped slightly.

Output Expansion Rate In Germany Declines

BONN—A predominantly cautious appraisal of German business trends has persisted in recent months, the U.S. Embassy reports.

In general, new orders have continued to fall short of those recorded a year ago; foreign orders have been particularly weak.

As a result of producers' attempts to stretch out production schedules, the rate of output expansion declined further, with trends varying among industries.

Many wholesalers specializing in producer goods report sluggish business.

Although most consumer goods continued to sell relatively well, both at the wholesale and retail level, the impact of this trend at the producer level continued to be somewhat tempered by intensified foreign competition.

On balance, profit margins have tended to decline further.

Although German imports from the United States were valued 12% lower in December than those for the preceding year, they totaled $150 million.

Imports for January 1962, the latest month for which foreign trade breakdowns are available, totaled $124 million or an increase of 2% over those for the previous January.

German exports to the United States for January 1962 amounted to $58 million, an increase of 8% over those of a year ago.

In spite of the leveling off of the economic upswing, Germany remains a good market for U.S. products.

55 U.S. Firms To Exhibit At Rhodesia Trade Fair

The flags of the 50 states of the USA will fly in Bulawayo, Southern Rhodesia, from April 26 to May 6.

The occasion will be the Third Central African Trade Fair, and the site will be the U.S. Exhibition's "Court of the States" at the entrance to the American Pavilion, where the products of 55 firms from 18 states will support the theme "New Frontiers in the Space Age."

Also featured in the outside area of the U.S. Exhibition will be a full-size replica of Astronaut John H. Glenn's space capsule, expected to attract widespread interest among Rhodesians in view of the fact that the "Friendship 7" passed over Central Africa during its earth-orbiting flight last Feb. 20.

A science exhibit on rocketry will be the backdrop for the space capsule display.

Technology Shown

Inside the American Pavilion, visitors will see a comprehensive display of U.S. products and technology selected for their special application to the Rhodesian economy—for example, a display of copper products pointing up the fact that both Southern Rhodesia and the United States have important copper industries.

Other displayed products will range from closed-circuit television to compact cars, from sewing machines to wash-and-wear clothing, from woodworking machinery to a metal stamping machine.

A display of business machines will highlight the importance of developing new skills and more jobs to match the growth of African industry and trade, and will place special emphasis on the value of these machines to small businessmen.

Cooking Display

A modern demonstration kitchen will feature cooking of packaged foods. Adjoining the kitchen will be a display of TV sets, furniture, radios, and home workshop tools.

As a "crowd-pleaser," the latest model of an American jukebox will be displayed, and fairgoers will be invited to play their favorite selections.

Flanking it will be a display of American compact cars, including some now being assembled at a new plant in Salisbury, Southern Rhodesia's capital.

"America Day" ceremonies will be celebrated on April 30. A distinguished military leader, Lt. Gen. Robert F. Sink of Lexington, N.C., will represent the United States at opening day and "America Day" ceremonies.

The Commerce Department's Office of International Trade Fairs expects some 250,000 visitors.

Trade Centers Schedule

London

- U.S. Photographic Industries Show: April 30-May 25
- Electronic Instruments: June 13-21 (Local agents of U.S. manufacturers)
- Ladies' Handbags and Accessories: July 3-13
- Books: July 25-Aug. 17 (Local agents of U.S. manufacturers)

Bangkok

- Light Industrial Woodworking Machinery & Equipment: May 8-June 15
- Medical, Dental, Surgical Equipment & Supplies: July 9- Aug. 17

Food, Homes Show Planned in England

U.S. manufacturers or exporters of housewares and food products have been invited to exhibit at the 24th annual Modern Home Exhibition and Food Fair in Preston, England, Sept. 27-Oct. 6.

Preston is an industrial port town 28 miles northwest of Manchester, with a population of 119,250.

A new feature this year will be the Hall of Food and Wine. Copies of the official brochure describing the event are available from the Trade Fairs and Exhibitions Section, Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Applications for space should be addressed to J. R. Turner, Secretary and Exhibition Manager, 11 St. Wilfrid St., Preston, Lancashire.

Trade Information Centers Scheduled at Exhibitions In Duesseldorf, Munich

U.S. Trade Information Centers will be operated at two separate exhibitions next month in Germany, one in Duesseldorf and one in Munich.

The U.S. Consulate General in Duesseldorf will staff a Center at the International Print and Paper Fair May 5-18.

A Center will also be operated by the U.S. Consulate General in Munich at the International Sweets and Candy Fair there May 3-6.

These fairs are expected to offer an excellent opportunity for U.S. manufacturers and exporters of candy or paper products to establish a market or expand sales of their products in Germany.

U.S. firms desiring to market in Germany should furnish the appropriate Consulate General with complete details, including the type of arrangement desired.

U.S. exhibitors and business visitors should register at the appropriate Center so inquiries there may be channeled to appropriate parties.

Publishers of trade journals are requested to send to the Consulate General, Duesseldorf, and the Consulate General, Munich, as many copies of their publications as possible for use in the Trade Information Centers.

Literature To Be Exhibited

U.S. firms desiring to establish or expand their markets in Germany are invited to send multiple copies of their descriptive literature, brochures, price lists, and house organs.

This material will be exhibited, and distributed on a selective basis to potential business prospects.

Packages of publications and literature should be sent to the U.S. Consulate General, Duesseldorf, and the U.S. Consulate General, Munich, as soon as possible.

They should be addressed to the attention of the Commercial Officer and marked internally, "For Use At The International Print and Paper Fair, Duesseldorf TIC," or "For Use At The International Sweets and Candy Fair, Munich TIC."

U.S. To Take Part In Nigerian Fair

The United States has completed preliminary plans for participation in the Lagos, Nigerian International Trade Fair, Oct. 27-Nov. 18.

This will be the first time the U.S. Department of Commerce has sponsored an exhibition at a Nigerian fair. Theme of the U.S. pavilion will be "New Skills, New Tools, New Markets."

The fair is expected to draw 750,000 visitors.

Exhibits and displays of U.S.-made goods will be housed mainly in a 124-foot diameter geodesic dome.

Some of the equipment to be shown will be a school classroom and electronic teaching laboratory, a closed circuit TV unit, a maintenance and repair shop, a bakery, office furniture and equipment, a recording studio, an auto tuning and testing unit, a driver training unit, and a farm co-op exhibit.

The U.S. Department of Agriculture also will have a food exhibit featuring rice, poultry, wheat, nonfat dry milk, and soybeans.

Designer of the U.S. exhibit is Charles Shaw of Charles Shaw Associates, Alexandria, Va.

Livestock Show in Dallas To Celebrate 10th Year

The Pan American Livestock Exposition will celebrate its 10th anniversary this year in Dallas, Texas.

The Fair will be presented as an integral part of the 1962 "Exposition of Nations" during the first part of the State Fair of Texas, Oct. 6-14.

During the past 9 years, the Exposition's program of western hemisphere interchange and cooperation has annually attracted to Dallas thousands of visitors from Central and South America to view the livestock exhibits and to see the many attractions offered.

During the 1962 Show, a total of 28 breeds of purebred cattle, horses, swine, sheep, and goats will compete. A special feature will be a National Santa Gertrudis cattle show and sale.

Trips for guests from other countries have been planned to nearby farms and ranches so the visiting cattlemen may inspect Texas herds and farms under actual operating conditions.

For further information write to Ray W. Wilson, Manager, Pan-American Livestock Exposition, P.O. Box 26010, Dallas, Texas.

World Trade Week, May 20-26: Consult your local Field Office

OITF Solo Exhibit in El Salvador First U.S. Show in Central America

The United States will stage a solo small industries exhibition in San Salvador, El Salvador, June 8-28.

This is the first time the United States has extended its international trade fairs program to Central America and the first exclusively all-U.S. trade exhibition in Latin America.

L. Edward Scriven, Director, BIBO, U.S. Department of Commerce, pointed out recently that the theme of the exhibition, "Partners for Progress," directly supports President John F. Kennedy's Alliance for Progress program for Latin America.

Several small industrial shops readily adaptable to the local economy will be featured in line with this program which stresses diversification of industry as a step toward economic expansion.

Most official U.S. exhibitions overseas are in connection with established international trade fairs with many other countries participating.

Occasionally the Office of International Trade Fairs (OITF) stages all-American shows.

Of 20 exhibits 12 will be housed in a gigantic geodesic dome that will dominate the fair's 26,000-square-foot area.

Geodesic domes, conceived by architect Buckminster Fuller, have served successfully at a number of U.S. trade fairs abroad. They are lightweight and easy to assemble and dismantle.

The San Salvador exhibition will be managed by Thomas L. Craig, OITF, a veteran manager who has staged exhibitions in Japan, Turkey, Poland, and Greece.

Light Aircraft Exposition Scheduled in Cannes

PARIS—A variety of aircraft, including Piper, Cessna, and Beechcraft planes, will be exhibited at the second International Salon of Light Aircraft, May 30-June 11 at Cannes.

French manufacturers of aircraft, helicopters, and gliders, as well as of motors and accessories, will participate.

Firms from Austria, Czechoslovakia, Germany, Poland, Sweden, Switzerland, and the United Kingdom plan to exhibit.

There will be a covered display in hangars, with 826 square meters reserved for stands and 1,228 meters for aircraft and gliders, as well as an exhibit of over 50 aircraft.

A "market for used aircraft" will display secondhand planes.

The program will include aircraft demonstrations, parachute jumps, acrobatic competition, and social affairs.

Interested U.S. firms may receive specific information through the Office de Diffusion et d'Expansion des Techniques Modernes (ODE), 5 ave. Mozart, Paris XVI.

'Business Service Center' Opened in Seattle

The U.S. Department of Commerce opened a "Business Service Center" at the Seattle World's Fair last Saturday.

The new office, located in the Coliseum Theme Building at the Fair, provides businessmen with practical advice on how they may expand their business activities, both at home and abroad.

The wide range of Commerce Department services geared to the promotion of U.S. economic growth and the expansion of our export trade will be readily available to business visitors.

The Center is open from 10 a.m. to 10 p.m. seven days a week, until the Fair closes next October. It is staffed by experienced business specialists drawn from three of the Commerce Department's major units—the Business and Defense Services Administration, the Bureau of International Business Operations, and the Office of Field Services.

Martin E. Underwood, a special consultant of the Department, will be manager of the Center. It will maintain close liaison with the permanent Seattle Field Office of the Department, which is located in the Federal Office Building at 909 First Avenue.

Production and Export Records Set By Japanese Automotive Industry

Production in the Japanese automobile industry boomed in 1961 and exports rose 47% in volume and 44% in value over the respective 1960 exports.

The industry produced more automobiles in 1961 than ever before with a total of 813,902 compared with the former 1960 record of 481,549, according to Japanese sources.

Of the total output, there were 249,508 passenger cars, 553,431 trucks, and 10,981 buses.

Japan exported 57,017 4-wheeled automobiles valued at $121,947,000 in 1961.

Exclusive of U.S. special procurement of automobiles, oversea sales in 1961 of 4-wheeled automobiles totaled 35,307 units valued at $59,707,000, according to preliminary data.

Automotive exports were widely distributed: Thailand, 4,658 units; Mexico, 4,620; the Ryukyus, 3,136; the Republic of South Africa, 2,491; Indonesia, 2,444; Colombia, 2,253; United States, 1,806; and India, 1,190.

Exports to Southeast Asia and Latin America attained higher levels than in 1960, but automotive exports to the United States remained relatively slow until the latter part of the year.

The Japanese automotive industry plans to boost motor vehicle exports to about 50,000 trucks, buses, and sedans in the 1962 fiscal year—14,000 more than were exported in the 1961 fiscal year, according to the Japanese press.

Export plans of several Japanese automotive firms include:

1. Nissan Motor Co. to increase their 1961 monthly exports of 1,500 to more than 2,000 for an annual total of over 25,000.

2. Toyota Motor Co. hopes to export 1,500 to 2,000 automobiles monthly, including its small-sized Publica sedan to Southeast Asian countries and the Corona, another small-sized sedan, to the United States.

3. Isuzu Motor Co. plans to export about 6,000 trucks, buses, and sedans, including its new Contessa sedan, for about 10% of its annual production.

4. Prince Motors, Ltd., expects to export 2,000 trucks and sedans in fiscal 1962.

Competition, Lowered Use Face U.S. Coal Exports To The Netherlands

THE HAGUE—The outlook for U.S. coal exports to the Netherlands in 1962 has been dimmed by strong European price competition and the leveling off of Dutch coal consumption, the U.S. Embassy reports.

Exports of U.S. coal to the Netherlands dropped 20% in 1961 from the 1960 level, to a total of about 1.7 million tons.

Total Dutch coal imports in 1961 showed little change from the 1960 level of over 7 million tons; other coal exporting countries, notably the United Kingdom, increased their exports enough to make up for the drop in U.S. exports which occurred mainly in power-station coal.

Netherland imports of U.S. coking coal are expected to continue at around 1961 levels, but imports of U.S. power-station coal appear likely to decrease, owing to the strong price competition.

Natural gas is becoming important as an alternative energy source, now that very substantial gas reserves have been discovered in the Netherlands and coal mine officials fear full exploitation of these gas reserves might bring reduced use of coal for industrial purposes and household heating.

In 1961, U.S. exports of power-station coal were curtailed by the limited issuance of coal import licenses.

These licenses are now believed to be readily available so that U.S. exporters should be able to take advantage of any possible increase in European coal prices to expand their sales in the Netherlands.

U.S. Exports and Imports of Luggage Down

American foreign trade in luggage dipped in 1961 compared to the 1960 totals from the U.S. Bureau of the Census.

U.S. exports of luggage and related items, of all materials, dropped 17% to $1.6 million in 1961, from a value of $1.9 million in 1960.

The drop in total U.S. exports of luggage is reflected in Canadian purchases which declined from $1.2 million in 1960 to $679,600 in 1961.

Sales to other foreign markets rose—Mexican purchases increased to $111,800 and French purchases to $68,401 in 1961.

U.S. imports of leather luggage declined from $11 million in 1960 to $10.9 million in 1961.

Japan replaced West Germany as the chief foreign supplier with shipments valued at $3.9 million, compared to German shipments to the United States of $3.8 million.

Italy, the United Kingdom, and France were other principal foreign suppliers.

Australian imports of synthetic rubber from the United States amounted to $10.5 million, or 67% of total Australian imports of synthetic rubber, in the 1960-61 fiscal year, the U.S. Embassy in Canberra reports.

The United States has supplied between 50% to 90% of total Australian synthetic rubber imports over the 6-year period from 1955 to 1960, according to U.S. Bureau of the Census figures.

Electronics Output in Japan Gains 19%

TOKYO—Japanese electronics production totaled $1,022 million in the first 9 months of 1961—a 19% increase over the $857 million in the corresponding period in 1960, the U.S. Embassy reports.

Consumer electronic products accounted for 56% of 1961 production, with television and radio receivers alone totaling $486 million or 48%.

Television receiver output increased 18% over 1960, while the total for radio receivers was up only 2%. Production of tube-type receivers dropped 27%.

Gains were reported in the production value of radio-phonographs, 70%; recorders and reproducing equipment, 77%; hi-fi amplifiers, 200%; capacitors, 26%; transformers, 55%; electronic computers, 134%; and industrial measuring and control equipment, 29%.

The Electronic Industries Association of Japan estimates total production of transistors in 1961 at 180 million pieces, a 28% increase over 1960, and this growth is attributed to exports.

Major manufacturers have begun to put new electronic computers on sale, but are faced with marketing problems: most Japanese companies in a position to use computers already have foreign systems, and at present the Japanese-manufactured products provide no price advantage.

Inter-American Conference On Sanitary Engineering To Be Held in Washington

The Inter-American Association of Sanitary Engineering will hold its eighth biennial meeting in Washington, D.C., June 10-15.

The congress will be held at the Departmental Auditorium; it is the first one to take place in the United States.

A total of 400 to 600 outstanding sanitary engineers from the hemisphere will be brought together to discuss problems and seek solutions.

Approximately half this number will be from Latin American countries where they hold high positions in government, private business, and educational institutions.

These are the engineers who make decisions regarding budgets, projects, specifications, and contracts.

President John F. Kennedy has recommended that governmental agencies support the meeting. Commerce Secretary Luther H. Hodges has been invited to open the conference.

Opportunity To Exhibit

A large area will be available in the Departmental Auditorium for exhibits of materials and equipment.

The meeting should be an excellent opportunity for U.S. manufacturers and suppliers to show their goods to a highly influential group of Latin American engineers.

A strong technical program emphasizing water supply and pollution control but including other phases of sanitary engineering, is also scheduled.

Attending the meeting, in addition to the engineers from Latin America will be members of the U.S. host section, representatives of interested U.S. Governmental agencies, consulting engineers, educators, and manufacturers' representatives.

The Agency for International Development, the Pan American Health Organization, the Public Health Service, and the Department of Commerce are sponsoring the meeting.

The Water and Sewage Works Manufacturers Association, along with various technical associations, is giving full support to the congress.

South Africa To Undertake 30-Year Irrigation Project

PRETORIA—The Republic of South Africa recently announced plans for a vast 30-year irrigation and power development project along the Orange River.

The entire program is expected to cost $630 million (450 million rand), according to the Minister of Water Affairs.

A total of $420 million will be spent on building a system of 12 dams and weirs, and accompanying pipes, canals and pumping stations for irrigation.

The Electricity Supply Commission (ESCOM) will build 20 hydropower stations at 10 sites on the Orange and 10 sites on the Fish and Sundays Rivers, at a total cost of $126 million.

A further $84 million will be spent on developing the planned irrigation settlements.

The entire project will be carried out in six, or possibly eight, phases.

The first, to start immediately, will be the most expensive, costing $175 million. It will last 7 years; in this period two large irrigation dams, accompanying canals, pipes and pumping stations, and a 51-mile tunnel will be built.

When completed, the scheme along the Orange, Fish, and Sundays Rivers will provide water for irrigating a total of 756,000 acres (360,000 morgen) of farmland, adequate to carry about 9,000 farms.

In addition, water for industrial and urban uses will be provided to cities and towns along the course of these rivers.

Electricity generated at the 20 power station sites could amount to a total of 177,000 kilowatts, 17,000 of which will be used for pumping water for irrigation and urban uses, leaving 160,000 kilowatts available for other uses.

The Orange River project will cost more than the Kariba or the Boulder dams, and it will, when completed, exceed the total storage capacity of the Tennessee Valley Authority.

The 328,000 square miles of catchment area of the Orange River is eight times that of the Tennessee River and its tributaries.

Another dramatic feature of the project will be the 51-mile tunnel, longest in the southern hemisphere, and exceeded in length by only one in the northern hemisphere.

Chief among the expected benefits will be an increase in the gross value of South Africa's agricultural production by about $158.2 million annually.

The whole project should eventually increase agriculture's contribution to South Africa's gross geographic income by an estimated $112 million a year.

Secondary industries should also, in due course, benefit considerably from the project, because of greater demand for the products of industry based on agriculture—fertilizers, fuel, cattle dip, and spray materials, and many other items needed by farmers.

The essential industrial potential of the project is also measured in terms of greater demand for the iron and steel industry, opportunities for mineral development, industries with large water requirements, and processing industries.

Large scale expansion of railway facilities will be necessary to transport the estimated 3.2 million tons of agricultural products.

The hydroelectric power generation as a part of the project also fits into the plans of the railways to electrify certain sections of its routes, and part of the output of some of the projected power stations will supply the railways in these areas.

It is also hoped that recreational and tourist facilities will develop and prosper around the dams to be built in the

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Trinidad Airline Plans To Operate Jets

A Trinidad airline, British West Indies Airways (BWIA), will soon operate a twice-weekly jet service on its new air route between New York and Antigua.

The route was recently granted to BWIA in an agreement between the United States and the United Kingdom for the Government of Trinidad and Tobago.

The airline will use Boeing 707's to service the run.

BWIA is the third airline to acquire the lucrative New York-Antigua air-tourist route.

Antigua is a convenient gateway for traffic between the Caribbean islands and points in the United States.

Germany Starts Operation Of Anti-Noise Hangar

HAMBURG—The world's first anti-noise hangar was officially put in service here recently.

The publicly owned structure will be operated by Deutsche Lufthansa for run-ups (groundtesting of aircraft engines); it will also be available to other airlines using the airport.

Although designed 5 years ago to handle propeller-driven craft, the hangar is large enough to accommodate the largest commercial jets now in service.

The over-all length is 86.6 meters, and the width is about 60 meters.

Maximum height of the hangar itself is 17 meters while the air-intake tower rises to a height of 27.9 meters (1 meter =about 3 ft. 3 in.).

Turbulence-free air is supplied lineally toward the aircraft engines by means of giant air scoops in the tower and a directional grate at the foot of the tower.

The air-intake and the hangar entrance face in the same north-northwesterly direction—toward the most sparsely settled area across the main runway.

This means that even winds from the north cause only a minimum of air disturbance within the hangar.

Exhaust gases can thus be expelled at all times through the open hangar entrance under their own force.

All internal surfaces of the hangar (including the air scoops themselves) are composed of perforated galvanized sheet metal plates, backed by fiberglass matting.

The dead space between the internal surfaces and the outside walls and roof is filled in with fiberglass matting in long rolls held together by wire mesh.

The coiling and rolls are designed to absorb 90% of the sound hitting them. They are so contoured that the remaining 10% is reflected toward the interior of the hangar rather than the entrance.

Engine noise radiating toward the air-intake tower is largely absorbed by an 8.5-meter-high sound suppressor halfway up the tower. Sound radiating toward the entrance is reduced by the acoustical action of walls and ceiling.

Two soundproof control stands, connected by intercom with the aircraft being tested, are located at either side of the back of the hangar. The built-in fire fighting equipment can be controlled from these stands.

India's rice acreage planted in 1961-62 is expected to exceed the previous highest level of 1960-61, according to the Foreign Agricultural Service.

South Africa Plans Irrigation Works

(Continued from page 721)

Orange, Fish, and Sundays River valleys.

Although South Africa will finance the cost of the project itself, it will seek temporary financial assistance from abroad.

Tenders will be called for on an international basis, with the contractors expected to finance a large part of the expenditure.

In other words, tenderers would be asked to offer loan facilities with repayment by South Africa over a determined period.

They will also be asked to make maximum use of South African labor, equipment, and materials.

The Department of Water Affairs will supervise work on the project. The National Budget for 1962-63 contains an appropriation of $2.8 million (2 million rand) to start preliminary work on the first phase.

Projects to be undertaken in each phase of the Orange River project are as follows:

● The first phase, to last 7 years and to cost $175 million, consists of seven parts:

1. Construction of the Ruigte Valley dam, 5 miles from Norval spont, 200 feet high, with a storage capacity of 620,000 morgen-feet (one morgen foot is the amount of water necessary to cover one morgen to a depth of 1 foot).

Later the height of the dam can be raised to 390 feet, increasing the storage capacity to 15.5 million morgen-feet.

2. Construction of the van der Kloof dam, 270 feet high, located halfway between Hopetown and Douglas, with a storage capacity of 610,000 morgen-feet.

3. Construction of the main canals on both banks of the Orange River and the distribution system to irrigate land in the van der Kloof and Hopetown area.

The canal on the left bank will take 700 cubic feet of water per second (cusec) at first, and 3,000 later, making it the biggest irrigation canal in South Africa.

4. Extensions to the present irrigation facilities in the Upington area, at Kakamas and Warmsand, to serve 6,300 acres; laying out of works at Marten Island and Krapohl Island for irrigation of an additional 4,200 acres; and laying out of works in the Richtersveld to serve 10,500 acres.

5. A pumping system and canal from the van der Kloof right bank canal to the Kalkfontein dam to irrigate 8,400 acres in the Riet River Valley and to pump water to Bloemfontein.

6. A pumping station at Kalkfontein dam and a 63-mile pipeline to Bloemfontein to carry 15 million gallons of water daily at first, and twice that amount later.

7. A pumping station alongside the left bank canal of the van der Kloof works and a 50-mile pipeline to De Aar to supply 1 million gallons of water a day.

A 51-mile tunnel, 14 ft. 6 in. in diameter from Venterstad on the Orange River to Thebu's Spruit near Steynsburg on the Fish River, which will carry 1,200 cusec, will be built in the Fish and Sundays Rivers.

● The second phase, to cost $103.6 million (excluding hydroelectric expenditures), will consist of irrigation of a further 77,700 acres on the van der Kloof-Hopetown-Douglas-Prieska area, and another 86,100 acres in the Fish River and Lower Sundays River valleys. It will make 20 million gallons of water daily available for industrial use in the Kimberley area.

● The third phase will cost $65.8 million, excluding hydroelectric expenditures.

● It will include irrigation of 71,400 acres of new land in the Orange River complex, as well as 42,000 acres in the upper reaches of the Fish River and Upper Sundays River Valley by a tunnel under the Wapadsberg.

This will supply 10 million gallons of water a day to Graaf Reinet and 14 million a day to the Cradock area.

● The fourth phase, to cost $65.8 million (excluding hydroelectric expenditure), will include development of 63,000 acres of new irrigation land in the Orange River complex, as well as the same total in the Fish and Sundays River valleys.

An additional supply of 40 million gallons of water a day will be provided to Port Elizabeth, as well as the generation of 10 megawatts of hydroelectric power at Blaaukop.

● The fifth phase, to cost $60.2 million, will consist of irrigation of a further 84,000 acres in the Orange River complex.

● The final phase will cost $46.2 million. It will also consist of irrigation of 84,000 acres in the Orange River complex.

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NIGERIA
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Available from U.S. Department of Commerce Field Offices, or from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Liberia Joins 4 International Organizations

Liberia has become a member of the International Monetary Fund, the International Bank for Reconstruction and Development, the International Finance Corporation, and the International Development Association.

Articles of Agreement of the 4 institutions were signed in Washington on behalf of the Government of Liberia by the Ambassador, His Excellency S. Edward Peal.

Liberia's quota in the International Monetary Fund is $11,250,000; subscription to the capital stock of the International Bank is 150 shares with a total par value of $15 million; subscription to the International Finance Corporation is $83,000; and subscription to the International Development Association is $760,000.

Membership in the 4 organizations and the total quota of the Fund and total subscriptions to the Bank, IFC, and IDA now are:

Fund, 76 members, $15,056,900,000; Bank, 75 members, $20,484,800,000; IFC, 62 members, $96,469,000; IDA, 59 members, $916,410,000.

Argentina Acts To Bolster Sagging Fiscal Position

BUENOS AIRES—The new Argentine Government has issued 4 decrees designed to improve its precarious fiscal position, the U.S. Embassy reports.

1. Effective immediately, an emergency 20% surcharge will be applied to all imports, including those contained in special programs and those previously exempt from the payment of surcharges.

The following exemptions are authorized:

(*a*) Goods in transit and cleared before September 1;

(*b*) Orders covered by irrevocable letters of credit shipped and cleared prior to September 1;

(*c*) Goods covered by approved foreign investment decrees or new lines of production if approved prior to April 9.

2. Gasoline prices have been increased from 5.5 to 7 pesos per liter for regular quality and 7.5 to 10 pesos per liter for special quality.

The increased revenues from gasoline sales will go to the Government.

3. Effective May 1, the sales tax will be increased from 10% to 13%.

The measure will not apply to contracts signed before May 1 if the goods involved are delivered prior to September 1.

4. Foreign exchange certificates for importations under the automobile manufacturing program will be temporarily suspended for the third quarter of 1962.

The value of the peso has been fluctuating and at last report the rate prevailing was a little more than 95 pesos to the dollar.

EFTA Tariff Rates Reduced Again

The United Kingdom, Switzerland, Denmark, and Sweden in March reduced their rates on nonagricultural products applicable to imports from other members of the European Free Trade Association (EFTA) by another 10% of the basic duties.

This action brings total reductions for these countries to 40% since July 1, 1960.

Generally, Portugal also reduced import duty rates, but with exceptions.

Austria will make corresponding reductions in import duties on July 1 and Norway not later than September 1.

Under the original timetable for tariff reductions in the Stockholm Convention, this cut in internal tariffs was not due until July 1, 1963.

Portugal Imposes Sales, Luxury Taxes

LISBON—New sales taxes have been levied on various luxury commodities and some services in Portugal, the U.S. Embassy reports.

The items and services affected by the new measure have been grouped into three tables or tax categories:

- A 10% tax is imposed on commodities in table A, which includes refrigerators, water heaters, vacuum cleaners, washing machines, certain clothing and footwear, electric shavers, bottled alcoholic beverages valued at from 35¢ to $3.50 (10-100 escudos) per liter, radio and television sets at not over $105 and $175 (3,000 and 5,000 escudos) each, respectively, and certain tires for motor vehicles.
- A 15% sales tax is levied on items in table B, which includes such goods as space heaters, electric fans, cigarette lighters, motion-picture projectors, bottled alcoholic beverages valued at over 100 escudos per liter, radio sets valued at from $105 to $350 (3,000 to 10,000 escudos), television sets valued from $175 to $350 (5,000 to 10,000 escudos), tape recorders, sporting goods, fountain pens, phonograph records, photographic cameras, food and drink, served in tearooms, bars, night clubs, and casinos.
- A 20% sales tax is levied on items in table C, which includes radio and television sets valued over $350 (10,000 escudos), furs and jewelry valued over $175 (5,000 escudos), and special beauty parlor services.

The tax is levied on the retail price of the goods or services affected.

Nonresident foreigners are exempted from the payment of this sales tax provided their purchases are paid for by travelers' checks or delivery of the purchases is made at the customhouse of the port or airport of departure.

The measure exempts food and drinks served in first- and luxury-class establishments, formerly taxable, as it was felt that this taxation might injure the tourist trade.

The new decree which entered into force on March 14, revokes a decree which established a uniform 15% sales tax on a range of goods and services, effective June 30, 1961.

Nicaragua Eases Import Of Lanolin and Staples

Nicaraguan exchange control regulations have been revised to ease the importation of lanolin and staples for paper.

Lanolin, now on List I (essentials), is released from the requirement of a 100% prior deposit as a prerequisite for issuance of an import license.

Staples for paper staplers have been placed on List II (lesser essentials).

Although a prior deposit of 100% is still required prior to receiving the import license, the license for the importation of these items will be issued within 48 hours.

Previously importers were required to wait 30 days for the license.

Global Coffee Export Quotas Set For April-June

GUATEMALA CITY—A global coffee export quota of 8,546,741 bags of 60 kilograms each was established for the April-June quarter of 1962 by action taken April 8 at the International Coffee Agreement meeting in Guatemala City, the U.S. Embassy reports.

The total was 499,703 bags, or about 5.5% below the quota of 9,046,444 bags set for the first quarter of the year.

Quotas accepted by the individual members of the agreement, in bags of 60 kilograms, were as follows:

Brazil, 3,793,342; Colombia, 1,480,847; Costa Rica, 247,000; Cuba, 36,100; Ecuador, 64,600; El Salvador, 332,500; Guatemala, 306,850; Haiti, 57,000; Honduras, 118,275; Mexico, 446,500; Nicaragua, 38,000; Panama, 9,500; Peru, 92,150; Portugal, 401,409;

Dominican Republic, 23,409; Republics of Cameroon, Central Africa, Congo Republic, Ivory Coast, Dahomey, France, Gabon, Malagasy, and Togo, 246,639; United Kingdom (Kenya, Tanganyika, and Uganda), 719,279; and Venezuela, 133,000.

(See FCW, Feb. 26, p. 361, for article on draft text of proposed long-term International Coffee Agreement, and Nov. 20, 1961, p. 23, export quotas assigned for two previous quarters.)

Brazil Grants Credit For Newsprint Imports

BRASILIA—The financing of up to 30% of the cost of newsprint imported or purchased domestically for newspapers, books, and magazines has been authorized by the Brazilian Council of Ministers, the U.S. Embassy reports.

The purpose of the financing scheme is to help small- and medium-size enterprises adjust to regulations which eliminated preferential exchange rates for newsprint (FCW, Mar. 27, 1961, p. 13, and July 17, 1961, p. 21).

Financing will be executed by the Exchange Department of the Bank of Brazil and will be in effect for a maximum period of 3 years starting April 1, 1962, with annual rates of interest at 10%.

The consumption in the preceding year will be used as a basis for financing and no single entity may receive financing exceeding 100 million cruzeiros per year (current free market rate, 318 cruzeiros to the dollar).

The financing scheme, with its relatively low interest rates, constitutes a form of subsidy for newsprint imports.

The Federal Republic of Germany has extended until June 29 the period of applying for import licenses for fatback and variety meats (pork and beef livers and pork kidneys) from the United States and Canada, the U.S. Embassy at Bonn reports (FCW, Apr. 24, 1961, p. 23).

British Honduras Grants Concessions to 2 Firms

The British Honduras Government has granted development enterprise status to Milan Construction Co., Ltd., to undertake construction of all types of buildings, particularly prefabricated steel and concrete buildings.

This company has been given a tax holiday until January 31, 1973.

Milan Construction will be permitted to import free of duty capital goods such as cranes, concrete mixers, overhead shop cranes, vehicles, plate rollers, and mechanical saws.

Bull Run Overseas, Ltd., has been granted development enterprise status to establish a cattle ranch with 3,000 head of improved breeds of beef cattle.

The company will be permitted to import free of duty various kinds of capital goods and equipment such as tractors, harvesters, cultivation devices, riding equipment, and feed-storage facilities.

Magnetic Tape Exports Controlled by Mexico

Strips of synthetic resins for magnetic sound recording, classification 891-02-00, were added to the list of items requiring a prior export permit from the Mexican Ministry of Industry and Commerce.

The action became effective April 3.

Colombia Transfers Items To Import Licensing List

BOGOTA—Colombia has transferred various products from its prohibited and license-free lists to the prior import license list, the U.S. Embassy reports.

The following items, with tariff numbers in parentheses, were transferred from the free list to the prior import license list by decree of March 14:

Fertilizers of animal or vegetable origin without chemical processing (No. 342); axes, cleavers (rozaderas), and knives (ex No. 742 b); certain types of crowbars and levers (ex 751 b); copper bars and wire, except "thick wire" (Nos. 757 a 1 and 757 a 3); simple copper tubes (No. 760 a); aluminum tubes and pipes (No. 778); pulleys up to 500 kg. (ex 857 d 1); textile combs (857 g 1); frames for heddles (857 h 2 A); meters for water and other liquids (918 b); machine brushes (972 a).

Transferred from the free list to the prior import license list by earlier decree were:

Artificial sheepskin of cardboard (ex No. 418 e); processed glass wool and products of glass wool (No. 679 d); forged or hot rolled iron or steel sheets of any thickness or width (Nos. 703 a 1 B, and 703 a 2 B); galvanized or leaded sheets of iron or steel (No. 704 b); zinc scrap and waste (No. 790 b); unwrought zinc goods (Nos. 792 a, 792 b, and 792 c); pliable tanks and receptacles of rubber for the transportation of liquids (No. 377 d 1).

The following items were transferred from the prohibited list to the prior license list: Certain glass baubles (No. 680 c) and certain live animals, except otters, which were previously added to prior import license list (No. 12).

In addition, a new tariff position 377d 1, Pliable tanks and receptacles for the transportation of liquids, with a duty of 10% ad valorem, was established.

Argentine State Gas Agency May Sell Shares to Public

BUENOS AIRES—The Argentine State gas agency, Gas del Estado, reportedly will be reorganized and become a mixed state-private enterprise corporation, according to the U.S. Embassy.

A plan now being studied by the agency contemplates sale to the public of 49% of the stock of the reorganized company.

The Government plans to retain control through ownership of the remaining 51% of the shares.

Gas del Estado recently announced that for the year ending October 1961, the company earned a net profit of $3,086,096 (256,145,971 pesos) on a total investment of about $289,156,627 (24 billion pesos), a return of a little more than 1% on investment.

Common Market Mulls Plans To 'Europeanize' Public Works Contracts

One of the many problems involved in shaping Europe's Common Market is being tackled in Brussels where a working party is drawing up common rules to be applied in the 6-nation European Economic Community for the award of public contracts.

The Treaty creating the European Economic Community requires that all restrictions on the right of establishment in member countries be abolished and all services in the 6 nations be freed of national restrictions.

Within this framework, discrimination on grounds of nationality would be abolished in the award of public works contracts let by national or local governments (for example, Italian, Dutch or Belgian bids would receive exactly the same consideration as a German bid for a public contract let by a German public agency).

The working party, which reports to the executive branch of the EEC, must submit proposals for common rules in drawing up of public contracts, the standards for selecting candidates and accepting tenders, publication of calls for bids, and the value above which tenders should be invited on a European basis.

Eventually, before the end of the Common Market's transition period (probably January 1, 1968), common rules are expected to apply to all public contracts in excess of $600,000, particularly those relating to standards for selection and award.

Duty-Free Tariff Quotas Established On 31 Items in Netherlands for '62

The Netherlands Government has announced tariff quotas for 1962 on 36 items.

For 31 of these items, duty-free treatment is provided up to the amount of the quotas. The tariff quotas on the remaining 5 items provide for duty rates below the established levels.

The new quota levels were set by the European Economic Community (EEC) at the request of the Dutch Government, acting in cooperation with its Benelux partners.

The quotas include for the first time agricultural products listed in Annex II of the Rome Treaty, as the initial adjustment toward the EEC Common External Tariff in the agricultural tariff structures of the six countries only went into effect January 1.

The items affected by the duty-free tariff quotas are listed by Benelux tariff number, description, duty-free quota in metric tons, with the 1961 quota in parentheses, as follows:

09.01 AI, unroasted coffee, 85% of quantities imported in 1961 from countries other than Belgium-Luxembourg, 68,223 (none); 14.02 BI, vegetable hair, unlimited (none); 15.04 CI, whale oil, unlimited (none); 28.13 F, hydrogen-bromide, 25 (24); ex 29.01 DVIb, divinylbenzene, unlimited (none); ex 29.13 E, oxydoxregnonelone, unlimited (none); ex 29.14 AIIc5cc33, 4 bromine, 17 alpha 21 dehydroxy-3, 11, 20 pregnanctrion-21 acetate, pregnenolone acetate, unlimited (none); ex 29.16 AVIIa, desoxycholic acid, 15 (11); 29.42 CIIa, crude cocaine, unlimited (none); ex 33.01 AII, non-terpeneless essential oils, excluding citrus, geranium, clove, gomenol, and ylang-ylang oils, unlimited (none);

38.05 A, crude tall oil, unlimited (3,000); 38.07 A, turpentine oil, 650 for first 6 months of 1962 (1,400 for items 38.07 A and ex 38.07 B); ex 38.07 B, crude sulphate turpentine oil and crude dipentene, 300 (see previous item); 38.08 A, rosin, 11,250 for first 6 months of 1962 (16,500); 45.02 B, blocks, plates, sheets and strips of natural cork, including small blocks for manufacture of corks (stoppers), not reinforced with paper tissue or other materials, 100 (20); 70.19 (AIa, glass beads, ground and mechanically polished, unlimited (none); 70.19) AIIIa, imitation precious stones, ground and mechanically polished, unlimited (none); 71.04, powder and dust of natural and synthetic precious and semiprecious stones, unlimited (none); 73.02 AII, ferromanganese (containing 2% or less, by weight, of carbon) 250 (500);

73.02 C, ferrosilicon, 3,500 (3,500); 73.02 B, ferrous silicomanganese, 600 (600); 73.02 E1, ferrochromium, 160 (160); 73.02 G1, ferrotungsten, 5 (5); ex 73.02 H, ferromolybdenum, 27 (27); ex 73.02 H, ferrovanadium, 9 (9); 73.05 A, powder of iron or steel, 1,000 (1,400); 73.15 BVIal, electrical or transformer sheets with a watt loss of 0.75 watt or less, irrespective of thickness, of alloyed steel, 500 for the first 6 months of 1962 (550 for half of 1961); 76.01 B1, aluminum scrap, 600 (600); 77.01 A, crude magnesium, 160 (180); 78.01 A, crude lead, 19,950 for first half of 1962 (39,900); 79.01 A, crude zinc, 4,800 for first half of 1962 (9,600).

Items covered by tariff quotas involv-

(See Netherlands, page 726)

Membership in ECSC Sought by Denmark

LUXEMBOURG—A request that negotiations be started for admission of Denmark to the European Coal and Steel Community (ECSC) has been sent to the ECSC Council of Ministers by the Danish Minister of Foreign Affairs.

The Council does not intend to meet officially until May 22; therefore, only acknowledgment of the request is expected in the meantime, according to the U.S. Mission to the European Communities.

Chocolate Candy Imports Prohibited by Mexico

Imports of sweets or bonbons containing chocolate, Mexican import tariff classification 072.00.01, were declared prohibited, effective March 19.

Provision is made for merchandise proved to have been shipped by sea prior to March 13 (date action was published) to enter the country subject to payment of current duties of 3.50 pesos (28¢) per legal kilogram and 100% ad valorem.

Guatemala Tightens Rules on Entry of Autos

GUATEMALA CITY—The Guatemalan Government has tightened regulations governing the temporary entry into the country of automotive vehicles by tourists and other persons in transit, the U.S. Embassy reports.

All automotive vehicles which enter the country for a temporary period must pay import duties at the frontier before being allowed to proceed, except vehicles belonging to tourists, diplomats, and transiting foreigners, which upon presentation of necessary documents are allowed to circulate within the country.

Under the new regulations, which became effective March 17, bona fide tourists can be given permission to keep their cars in the country for a period up to 180 days, but permission for entry can be issued by customs authorities for no longer than a 30-day period, subject to renewals by the Ministry of Finance.

Customs authorities are to describe in passports or travel documents of tourists the vehicles brought into the country.

Immigration authorities are forbidden to permit the exit of aliens who, having entered with a vehicle, do not present the vehicle upon departure or who do not show proof of payment of import duties if the vehicle is sold in Guatemala.

Owners of vehicles which enter the country under the temporary provisions must notify the nearest customs authorities if ownership changes hands.

Graduated fines will be imposed on persons violating the regulations.

A 30-day grace period is granted to tourists and other foreigners with a temporary status already in the country on the effective date of the new regulations.

GATT Accession Protocols Opened For Cambodia, Israel, Portugal

Protocols for the accession of Cambodia, Israel, and Portugal to the General Agreement on Tariffs and Trade (GATT) were opened for signature on April 6.

Tariff negotiations required under GATT accession procedures were carried out by each of the three governments during the 1960-61 GATT Tariff Conference at Geneva.

Their accession will bring the total number of GATT contracting parties to 43.

The accessions of Israel and Portugal become effective 30 days after their respective acceptances.

Cambodia's accession also may come into effect on the same basis, or at a later date, depending upon the Contracting Parties' approval of a decision on Cambodian accession now before them for balloting.

Decisions agreeing to the accession of Israel and Portugal were taken by the Contracting Parties on Dec. 9, 1961.

Special provisions in the Portuguese protocol of accession recognize the present regime of preferential customs regulations for Portuguese customs territories as an arrangement leading toward the formation of a free trade area to be attained no later than 1974.

Accordingly, the protocol does not require that the existing preferences be eliminated.

Israel had provisionally acceded to the GATT at the time it began tariff negotiations for accession.

Portugal has participated in the work of the GATT since June 4, 1960, and Cambodia since Nov. 17, 1958.

Cameroon Integrates Its Currency and Licensing Procedures

The Government of the Federal Republic of Cameroon on April 2 integrated the import licensing programs of East and West Cameroon, the U.S. Embassy reports.

East Cameroon is the former Republic of Cameroon and West Cameroon is the former Southern Cameroon under British Trusteeship.

The East Cameroon import licensing system now applies throughout the Federal Republic of Cameroon, although the regulations will be applied flexibly so as not to disturb abruptly the established channels of supply.

As U.S. exports to West Cameroon were small, amounting to only several hundred thousand dollars a year, U.S.-Cameroon trade should not be greatly affected by the change of import procedures.

Nigerian Pound Being Withdrawn

By separate action of April 2 the Government started to withdraw the Nigerian pound from circulation in West Cameroon and to replace it with the CFA franc.

Although Cameroon has been unified since October 1, 1961, the Nigerian pound has continued to circulate as legal tender in West Cameroon while the CFA franc circulated in East Cameroon.

The exchange operation is taking place at the rate of 692 CFA francs to 1 Nigerian pound.

Mexico Exempts Some Items From Additional 10% Duty

MEXICO CITY—Mexico has exempted a number of products from the additional 10% ad valorem import duty imposed on January 1, but has added tomato juice and vegetable juices to the list of items subject to the additional duty.

Among the items exempted from the additional charge are:

Light filler tobacco; small boards of juniper wood; safety paper; periodicals; tire cord fabric of artificial fibers; strips of cotton fabric for manufacturing card clothing; triangular steel files; unspecified parts for washing machines; automobiles with official price up to $3,200; rubber tires and some tubes; unspecified auto parts; motors for boats; lights for airfields, ports, surgical operations, medical examinations, photography, mining; photographic cameras over 100 kg. in weight;

Gilded, gold-plated, silver or silver-plated watch cases; assembled movements and partly assembled parts thereof for watches; separate parts for watch cases; wind, string, and percussion musical instruments and accordions; educational collections and specimens; kitchen and dining-room utensils of aluminum or aluminum alloys; machineguns, cannons, mortars, and other weapons of war and parts therefor; and glass eyes for taxidermy.

Nicaragua Modifies Rules On Prior Import Deposit

MANAGUA—Nicaragua has transferred malt extract and malt flour from prior deposit List II (less essential items) to List I (essential items).

Because this tariff item, No. 048-09-01, is now considered essential, no prior deposit is required for obtaining an import permit, the U.S. Embassy reports.

Tariff No. 721-07-00, other electrical articles and accessories for automotive vehicles, aircraft, ships, velocipedes, and explosion motors, has been transferred from List III (nonessentials) to List II.

Less essential items require a prior deposit of 100% of the c.i.f. value of merchandise to obtain an import permit, which is to be issued within 48 hours.

The Liberian Price Control Board set the ceiling on the retail price of imported brown rice at $8.50 and imported parboiled rice at $9.50 per 100 lb., effective March 24, the U.S. Embassy at Monrovia reports.

This increase from $7.50 per hundred was brought about largely because of increased demand and rising costs of distribution. A continued increase in rice imports is expected.

Netherlands . . .

(Continued from page 725)

ing duties reduced but not eliminated are listed by Benelux Tariff number, description, tariff quota in metric tons, with previous quota in parentheses, and reduced duty as follows:

ex 29.35 OII, 4-amino-5 (methoxymethyl)-2-propyl-pyrimidine, unlimited (none), 3%; ex 29.41 A, acetyldigitoxin, lanatocide C, lanatocide A plus B plus C, digitoxin, unlimited (none), 2%; ex 39.01 BVIIa, polyoxymethylene resins in bulk forms, excluding blocks, unlimited (none), 4%;

39.02 BIIIa, polysulfohaloethylene in bulk forms, excluding blocks, unlimited (none), 4%; 39.02 BVIIIa, copolymers of vinyl chloride and vinylidene chloride formed from at least 80% of vinylidene chloride in bulk forms, excluding blocks, unlimited (none), 4%.

Mexico Sets Import Tariff Classifications

Mexico has established new import tariff classifications for a wide variety of products and has changed some import duties.

Among the items with new classifications are:

Preserved cherries; zirconium silicate; cold-drawn seamless steel pipe for the manufacture of piston pins; horizontal soil drillers; foundry machinery; confectionery machinery; saw-steel strip; certain aceto chemicals; miscellaneous machines; glass tubes for making electric resistances;

Race horses; sheets of vegetable materials and cork for making gaskets; cast or forged iron or steel parts for crushers, shovel buckets, railway car brakes, trucks, and couplers; pneumatic loaders; anchovies and eels, fresh, chilled or frozen; and metal towel holders.

Import duties on hulled oats, neither broken nor triturated, have been increased from 0.15 peso per gross kilogram and 16% ad valorem to 0.35 and 16% (1 Mexican peso=US$0.08); those on flour of meat residues have been raised to 0.01 peso per gross kilogram and 15% from 0.01 peso and 10%; while those on screw-propelled boats over 35 meters long, with gross weight plus cargo capacity up to 3,000 tons, have been raised from the former 8% to 10% ad valorem.

Details about the new classifications and rates of duty may be obtained for specific items from the American Republics Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C., or any of the Department's 34 Field Offices.

Import Control Regulations Tightened By Iran; Prohibited List Expanded

TEHRAN—New Iranian import regulations restrict imports on a wide range of goods for the year beginning March 21, 1962, through an expansion of the existing list of prohibited items and by new additions to the list of goods subject to commercial profits taxes, the U.S. Embassy reports.

Newly prohibited items include:

Trucks and buses (passenger cars are already banned); delivery vans; tankers; nonelectric stoves; heaters; ranges; refrigerators; coolers; printing machinery; radios and TV's; clothing; hosiery; footwear; jewelry; nonelectric kitchen appliances; toys; plastic manufactures; palm and coconut oil; gums; candy; canned fruits; vegetables; jams; alcoholic beverages; petroleum products (except lubrication oils); certain toiletries; luggage; door; windows; wooden cooperage (barrels); cotton fabrics; and yarn.

These new additions to the prohibited list may be imported only if the letter of credit or bill of lading predates March 21, 1962.

Cigar Imports Need Authorization

Cigars and cigarettes may be imported only with the permission of the Tobacco Monopoly and the Ministry of Commerce.

Many new items also appear on the list of goods subject to commercial profits taxes, including pharmaceuticals; dried milk; wheat flour; lube oils; oil seeds; and tires.

Commercial profits taxes, assessed in addition to regular duty charges, also have been levied on chocolate and chocolate products, mushroom and tomato preserves, and fruit juices without sugar or alcohol.

New regulations issued by the Central Bank of Iran also govern Iranian importers' foreign exchange and credit facilities for the Iranian year beginning March 21, and substantially tighten the previous regulations.

Imports with bills of lading dated after April 9, 1962, and whose shipping documents reach Iranian banks after April 20, will be subject to the new regulations which set new time limits for collection drafts and identify goods which must be imported by letter of credit.

Details Coming

Details will be published in FOREIGN COMMERCE WEEKLY as soon as available.

Inquiries regarding Iran's import regulations may be addressed to Near East-South Asia Division, Bureau of International Programs, U.S. Department of Commerce, Wash. 25, D.C., or to any of the Department's Field Offices.

Italy Removes Import Ban On Cattle, Beef, Veal

ROME—The Italian Government lifted the ban on imports of live cattle for slaughter (ex 01.02), and beef and veal (ex 02.01), effective March 26, the U.S. Embassy reports.

These items now are subject to import licensing requirements, with quotas established for the April 1—July 31 period for most European countries, Argentina, Brazil, and Uruguay.

No quota has been given to the United States.

Spain Establishes Quotas On Fertilizer Imports

MADRID—A quota for "special fertilizers," amounting to $500,000, has been established for imports into Spain during 1962, the U.S. Embassy reports.

The "special fertilizers" included in this quota (No. 47) are as follows:

Urea containing not more than 45% of nitrogen; ammonium phosphates containing not less than 6 milligrams of arsenic per kg.; and complex fertilizers.

Mexico Controls Variety of Import Items

Mexico has extended import control over nonrefractory clay pipes and ventilators (classification 651.01.07) and cement pipe (651.02.03) to entries into the free zone of Baja California and northwest Sonora.

Import control also has been extended over corn (050.00.09) and millet and sorghum seeds (281.99.04) to entries into the free zone and the free perimeters.

A variety of products has been added to the list of items requiring a prior import permit from the Ministry of Industry and Commerce, in some instances with the stipulation that control over the new items applies also to entries into the country's free zones and free perimeters.

Among the items newly placed under import control (an asterisk indicates that import control applies also to entries into free zones and perimeters) are:

Cigars* (classification 121.01.01); chopped tobacco* (121.02.00); shredded tobacco* (121.02.01); chewing tobacco* (121.03.00); snuff* (121.03.01); ingot molds of iron (718.-11.02); breeding horses (900.01.01) and racing horses (900.01.05, 06, and 07); sheets of vegetable fiber and leather parings imitating sole leather (600.02.00); sheets of leather parings imitating hides tanned without the hair (600.02.99);

Sole leather and sheets of vegetable fibers with leather parings, in special cuts for the manufacture of soles and heels (832.00.03); anchovies, eels, and baby sardines, fresh, chilled, or frozen* (041.00.14, 15, and 16); rollers of cast iron or steel for machines or metal rolling mills, weighing up to 3,500 kilograms (715.11.71); saw-steel strip (670.07.06 and 07);

Machinery for manufacturing cellulose (715.99.99 and 718.16.99); doll eyes (894.04.-00, 01, and 02); parts of cast or forged iron or steel for agricultural implements used to remove soil (711.00.42 and 43); liquid india ink (516.00.01); ink for stamp pads and stamp pads (516.01.02 and 893.07.00); and adhesives, weighing with the immediate container, up to 5 kilograms, not specified (572.02.98).

Export Promotion Calendar

Star (★) indicates U.S. Department of Commerce exhibit participation.

April

23—Luncheon meeting, Foreign Trade Bureau of the Cedar Rapids Chamber of Commerce, Hotel Sheraton-Montrose, Cedar Rapids, Iowa. Speaker: Congressman James E. Bromwell. Subject: The Trade Extension Act of 1962.

23—World Trade Clinic, Heidelberg College, Tiffin, Ohio. Commerce speaker: Walter Buchdahl, Bureau of International Programs.

24—Export Clinic (6th), Federal Building, Phoenix, Ariz. Sponsor: Arizona Regional Export Expansion Council. Subject: The Function of the Export Representative.

24—Monthly dinner meeting. Fort Worth Export-Import Club. Worth Hotel, Ft. Worth, Tex.

24—All College Conference, Iowa State College, Waterloo, Iowa. Commerce speaker: Patten Allen, Bureau of International Programs.

24-25—American Management Association Seminar, The Available Export Markets for Profit. Statler-Hilton Hotel, Cleveland, Ohio.

24-25—World Trade Forum, League of Women Voters, Lorain, Ohio.★

25—Export Trade Clinic, Syracuse, New York.

25—Space Age Industries and Engineering Exposition and Conference, Cow Palace, San Francisco, Calif.★

25—World Trade Club of St. Louis annual Port of New Orleans Night, Le Chateau, Clayton, Mo.

25-28—Florida State Industrial Exposition, Exposition Park, Orlando, Fla. Sponsor: Florida Development Commission. Theme: Florida's Industry Tells-Sells the World.

25-29—Western Space Age Industries and Engineering Exposition, Cow Palace, San Francisco, Calif.★

26—Export Trade Clinic, Greenville, S.C. Sponsor: Greenville Chamber of Commerce.

26—World Trade Conference on Exports, Scranton, Pa. Sponsor: Scranton Chamber of Commerce.

26—World Trade Seminar, Michigan World Trade Club, South Bend, Ind. Sponsors: U.S. Department of Commerce, Small Business Administration.

27—Conference on Exports, Jackson, Miss. Sponsors: Mississippi Agricultural and Industrial Board; Mississippi Technological and Research Commission; Mississippi State Chamber of Commerce; Jackson Chamber of Commerce; Mississippi Manufacturers Association; Mississippi Bankers Association; Louisiana-Mississippi Regional Export Expansion Council; Small Business Administration. Commerce speaker: Edwin A. Leland, Manager, New Orleans Field Office.

27—Export Promotion Conference, St. Louis, Mo. Sponsor: St. Louis Bar Association.

27—Export Trade Clinic, Spartanburg, S.C. Sponsor: Spartanburg Chamber of Commerce.

28—Annual meeting, Florida Wholesalers Association, Tampa, Fla. Commerce speaker: Patten D. Allen, Bureau of International Programs.

29-May 2—50th Annual meeting, Chamber of Commerce of the United States, Washington, D.C. Commerce speaker (May 1): Secretary of Commerce Luther H. Hodges.

30—Annual convention, Empire State Association, Utica, N.Y. Commerce speaker: Benjamin Kaplan, Business and Defense Services Administration.

30—Tri Cities Trade Conference, Charter House Inn, Buffalo, N.Y. Sponsors: Buffalo World Trade Association, Rochester World Affairs Council, Syracuse World Trade Association. Speaker: Senator Jacob Javits. Subject: Trade Expansion Act of 1962.

May

1—Affiliated Advertising Agencies Network Convention, Richmond, Va. Commerce speaker: L. Edward Scriven, Bureau of International Business Operations.

1—Export Trade Seminar, administrative management course, Robert Morris School, Pittsburgh, Pa. Commerce speaker: Henry J. Dempsey, Bureau of International Business Operations.

1—Institute on International Trade, Monticello, Ill. Sponsors: Illinois Manufacturers Association, University of Illinois, Illinois Regional Export Expansion Council.

1—44th annual banquet, Niagara Falls Area Chamber of Commerce, Hotel Niagara, Niagara Falls, N.Y. Commerce speaker: Assistant Secretary for Trade Policy Peter T. Jones.

3—Export Trade Seminar, Warwick Hotel, Philadelphia, Pa. Sponsor: Provident Tradesmen's Bank. Commerce speaker: John S. Stillman, Deputy to the Under Secretary.

3—Export Workshop, Door Operators Trade Association, Chicago, Ill. Cosponsors: U.S. Department of Commerce and Small Business Administration. Commerce speaker: James F. Weldon, Chicago Field Office.

3-4—Western International Trade Group meeting, Seattle, Wash. Commerce participants: Office of the Assistant Secretary for International Affairs; Bureau of International Business Operations; Bureau of International Programs.

4-5—Briefing conference on Foreign Aid, Trade, and Investment. Shoreham Hotel, Washington, D.C. Sponsors: Federal Bar Association and Bureau of National Affairs. Commerce speakers: Robert E. Giles, General Counsel, and Edmund F. Becker, Bureau of International Business Operations.

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